

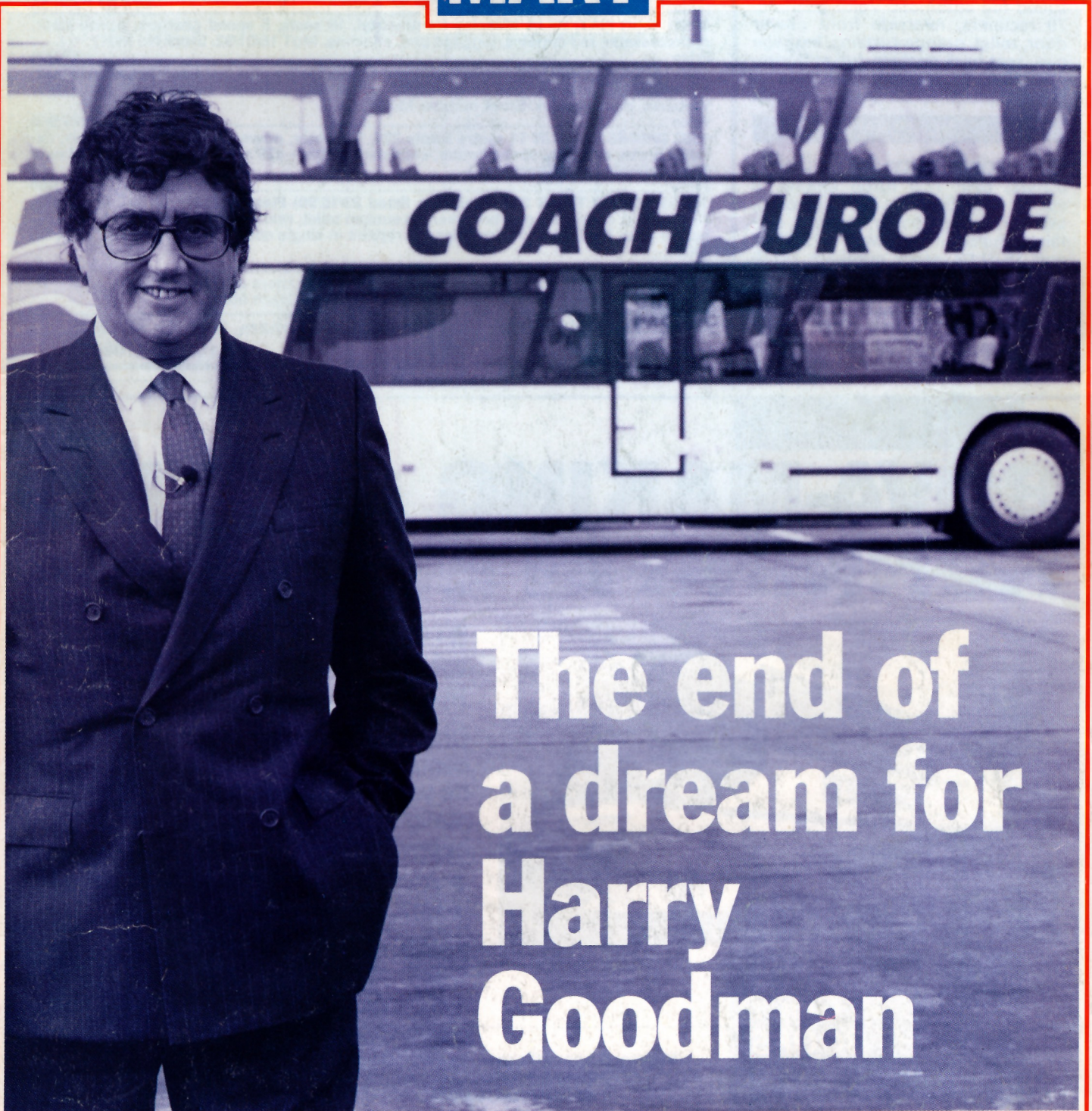
COACH

The weekly for the coach industry

MART

Issue 630 £1

March 14, 1991



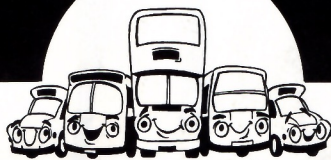
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Harry
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MOSELEY

COACH

Issue 630 £1

MART

March 14, 1991

5 COVER STORY News: ILG collapse hits holiday firms and Coach Europe; Boydens' tours programme sold to former boss; two new buses for UK market; coach conference report, and much more.



Conference report — **News starts page 5**

12 Fleet Update: Stuart selects LAG Galaxy; The Kings Ferry adds three midis; Willowbrook Warrior goes to Scotland; Optimo II for Midlands operator; RDC grant gets minibuses; and lucky seven for Abbott's Volvo.

15 Diary: Pointer sniffs out new customers for Reeve Burgess; and Stagecoach director gets belittling treatment.

17 Letters: WMT boss gets a slating; Van Hool the first with seatbelts, says MD; National Express accused of depressing pricing, and a student says they can't use the phone.

20 On Target: Sickness benefits system could ruin a small business, says Marksman.

22 Passenger Care: How to cope with medical crisis. Sound common sense from Alan Millar.

25 Minicoach Special: It's boom time for 30-seaters. Rod Davey looks at the latest developments.



Five page Minicoach feature — **page 25**

35 Licensing & Legal: Stockdale's revocation; the full story. And new licences issued, more revoked.

39 Tours & Excursions: All the latest attractions and group rates rounded up to help you plan your tour and excursions programmes.



The Kings Ferry upgrades midis — **page 12**

COMMENT

The collapse of ILG last week sent out some very important messages to the holiday industry and the coach operator in particular.

In the face of the yards of newsprint and the hours of airtime devoted to the end of Harry Goodman's dream, the salient lesson to emerge was: make sure your holidays are bonded. The yards would turn into miles and the hours to days if ILG wasn't bonded and thousands of its unsuspecting customers were stuck abroad or seriously out of pocket.

Undoubtedly, the administrators going into ILG was a good story for the media and the resultant publicity has done nothing to raise the esteem in which the public hold the holiday industry. But you could almost sense the disappointment of the reporters that holidaymakers weren't left stranded and penniless. The publicity resulting from that would have been disastrous.

Nevertheless holidaymakers will now be much more aware of what bonding means and just how important it could be to them. They have had all too many opportunities in recent years to see it work.

Coach operators who do not take out bonding - and make sure their customers know that their holidays are underwritten - risk losing business.

Any of the three main schemes available to coach operators - BCC, ABTA, the Association of Independent Tour Operators - would also make sure you were on the right side of forthcoming EC legislation. From 1993 all operators running package holidays, coach tours or excursions involving an overnight stop will be required to be bonded by a recognised bonding organisation and to hold indemnity insurance.

The collapse of ILG also highlighted the ruinous effects of the Gulf War on the mass holiday market. The major tour operators lost around 1 million customers during the first two months of this year - traditionally their busiest period.

Although travel agents are reporting a marked jump in business since the end of the Gulf War, many customers will have serious reservations about visiting certain parts of the world and about flying in general. They will also have to dig deep to find the money for such a holiday in the middle of the current recession.

Right now, good value, domestic or near European tours by coach must be looking very attractive to an awful lot of holidaymakers.

STUART JOHNSON**SCANIA**

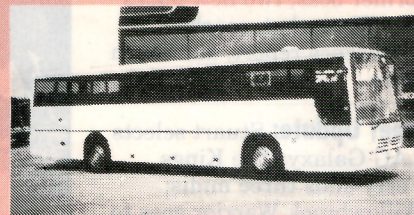
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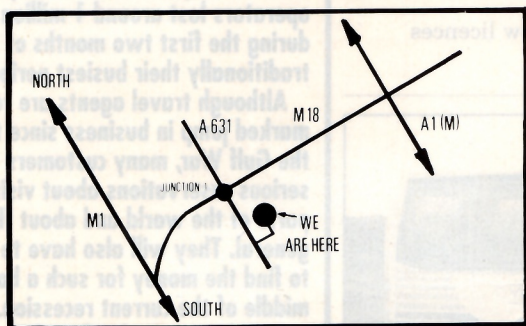
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■BUYOUT

Coach Europe 'sealed' after ILG collapse

COACH Europe has fallen victim of the collapse of Harry Goodman's ILG empire and administrators have recalled all of its 19 vehicles to the Leicester headquarters.

As *Coachmart* went to press, two vehicles were still en route from Austria but the company had effectively been sealed by administrators as they delved into accounts.

A source close to Coach Europe said many potential buyers for the firm had been located and the company was hopeful of a sale. Interested parties included firms in the

coach and bus industry.

The collapse left people stranded in Poland last Friday, and coaches bound for Europe were turned back at Dover.

'At the moment, we are operating under the strict guidance of administrators,' managing director Paul Cresswell told *Coachmart*. 'It is they who will decide what the future is for the coach division.'

Coach Europe employs 21 full-time staff at its headquarters, and between 60 and 200 drivers are taken on seasonally.



Coach Europe: vehicles recalled and trading stopped.

Coaches were geared for comfort

COACH Europe was launched in February 1989 as a £3.2 million regeneration of the former NAT Coaches business, which ILG had bought in 1987.

The 16-vehicle operation with headquarters then based at Bradford started trading in April, pressing its own core of new Neoplan Skyliners into

service for express routes across the channel and contracting operators to supply single-decks during peak times. It handled much of the coach travel for fellow ILG companies Intasun and Club 18-30, especially camping holidays.

Coach Europe was very much intended to be a road-based version of

Air Europe, applying the same high quality standards to its travel.

In February of last year, the administration was pulled back to the operating base at Horsefair Road in Leicester. The fleet was boosted by the addition of three Duple 425s.

Jobs at the firm were popular with drivers and hostesses - 5,000 of the

latter applied for the first 250 jobs. Its new routes into Eastern Europe carried good loadings of ex-pat Poles and East Germans within weeks of starting.

Coach Europe did not publish separate profit and loss accounts since it was part of ILG Travel Ltd, but its turnover is known to have been around £6 million.

Crash highlights bond benefit

THE Bus and Coach Council warned operators that the collapse of ILG will lead to more holidaymakers insisting on bonding.

Around 25,000 holidaymakers were being brought home this week under ILG's £63 million bonding arrangement although no refunds were being given for scheduled coach and air tickets.

'This will undoubtedly make the public even more aware of bonding,' said a BCC spokesman. 'There is no doubt that bonded tours will be more attractive than unprotected travel.'

Bonding will become law for all package operators in 1993 through an EC directive, though the exact nature of the protection for the consumer has not yet been decided. Under the directive, a package is travel linked with any other service, regardless of whether the two or more services are sold together by the same company.

Midland Bank to sell Thomas Cook

Mounting financial difficulties have forced Midland Bank to consider offers for its Thomas Cook subsidiary. It is believed the travel agency and foreign exchange giant could fetch over £200 million.

Last year Midland made just £11 million profit, compared with a loss of £261 million in 1989. By contrast

Thomas Cook returned record profits of £28 million in 1990 - a 26 percent increase on the previous year.

A number of European travel and leisure groups have expressed an interest in Thomas Cook. But, according to newspaper reports, American Express has emerged as favourite to clinch a

Air Europe bore brunt of ILG problems

HARRY Goodman's complex ILG empire was victim of both high borrowing and the collapse of Omni, the Swiss holding company masterminded by Werner Rey.

Omni took 49 percent of ILG in 1987 and more recently injected £40 million into the struggling company. This last cash injection was a swansong, and Omni's shares were suspended two weeks ago. The collapse worried investors.

Air Europe was the first to be hit by the shock wave. Aircraft were being repossessed before

administrators were called in. Within hours, a domino effect was hitting the rest of ILG, and the entire company was reputedly up for sale at £40 million.

The depth of ILG's debt is not yet known but it has already admitted to at least £300 million despite assets of just £100 million. Some industry experts say this debt persuaded rival Dan-Air to pull out of a merger with Air Europe just days before its demise.

Last week, administrators KPMG Peat Marwick McLintock were hopeful of selling Air Europe but

said the withdrawal of ILG's bonding made the sale of the group difficult. It said it was under 'extreme pressure' to sell any part of ILG.

● The ILG Group included Air Europe, Coach Europe, Intasun, Club 18-30, Lancaster, Quest, Schools Abroad, School Plan and Hourmont Tours. Groupings within ILG were Intasun Travel Ltd, ILG Travel Limited - of which Coach Europe was a part - Air Europe Ltd, International Leisure Group Ltd, Quest Leisure Group Ltd and Hudson Place Investments.

BRIEFS

● **NEW** London and Country division Greenway is to move into premises at Crawley.

The firm, led by managing director John Piper, is to get administrative support from L and C's Reigate headquarters but be run separately.

● **GREATER** Manchester Buses has been cleared of predatory pricing by the Office of Fair Trading after complaints from local Tory MP Favell (*Coachmart*, November 29).

But the OFT said it would be keeping the information on file.

● **EASTERN** Counties has dropped its fare surcharge levied last October because of spiralling fuel costs.

The end of the Gulf crisis has relieved the situation, said the company, and it does not expect any further fare rises until May.

● **LUTON** and District's acquisition of London Country North West has been cleared by the Secretary of State for Trade and Industry under the advice of the Office of Fair Trading.

The LCNW operation runs more than 300 vehicles with 800 staff. Its head office at Watford is now a depot, and offices are at Luton.

● **BCC** East Midlands has rearranged its *Secrets of Success* seminar for the weekend of March 22 and 23.

Successful people - from inside and outside the industry - will give their secrets of success.

There is also a dinner and cabaret. Cost of the seminar only is £15 per person.

More details from John Lloyd on 0530 414525.

BUS

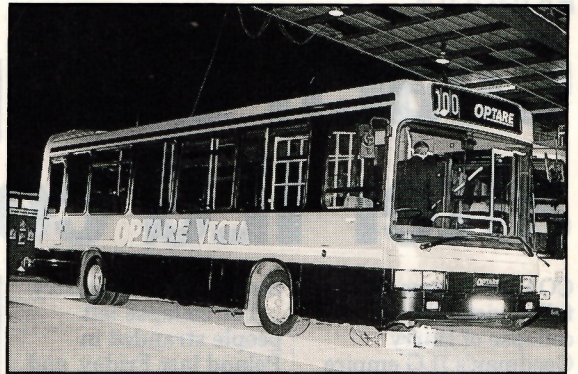
Optare Vecta joins 10-metre market

ANOTHER model has joined the growing list of 10-metre bus models with the launch of the MAN-based Optare Vecta in Edinburgh last week.

There has been increased interest in buses of this size in recent months and the Vecta will compete with the Dennis Dart and ACE Cougar in this sector of the market. Vecta prices start at £67,500.

The Vecta looks like a scaled-down

version of the DAF Optare Delta and uses the same Alusuisse construction as well as a number of common components. Seating is for 45 passengers, with space for a further 15 standees, although the prototype has 43 seats and a sizeable luggage pen. All seats on the prototype are forward facing, but the front nearside wheelarch intrudes awkwardly and it seems likely that



Optare Vecta: prices start at £67,500.

inward facing or back-to-back seats might be necessary.

The body features a low entrance and DiPTAC features are included as standard.

The rear-engined MAN 11-190 is new to the UK, but has been sold in Europe for the past four

years. The 180bhp MAN engine is claimed to be 'green', with emission levels around half current UK regulations and anticipating 1996 EC legislation.

MAN fits the ZF 4HP500 automatic gearbox and air suspension is

BUS

Alexander looks to mainland with Q-type

ALEXANDER is now offering its Belfast-built Q-type single-deck bus body to mainland operators.

So far 64 of the low-weight vehicles have gone into service, but almost all in Northern Ireland.

The Tiger and B10M-based buses - a commuter-developed version of the N-type - use aluminium alloys and riveted panels for

long service life and ease of maintenance, and are competitively priced.

So far, only Caldaire North East and Shearings - who ordered two and 16 respectively - have experience of them on the mainland.

'There is no vibration with the body,' said Caldaire NE's engineering manager Jim O'Cain.



Ulsterbus Goldliner express version of the Alexander Q-type.

'It is sturdy and nice and, with the high price of fuel, you have to go for good economy.'

Shearings director Ian Longworth added his praise for the vehicle: 'Our Q-types are already in service

and we're pleased with their performance.'

Two Q-types will be available for test by buyers in the next few months. Alexander promises more new designs in the next year.

COACH

Sale clarification

YEATES is anxious to point out that, contrary to a story in last week's Fleet Update, salesman Tony Redford did not negotiate the sale of a secondhand Mercedes 0303 to The King's Ferry.

Mr Redford did help do a five-vehicle Mercedes deal with The King's Ferry last year, and the coaches were the last Mercedes to be sold by Volvo-owned Yeates, which no longer operates the franchise.

COACH

Fylde invests in new Optare Deltas

FLYDE Borough Transport has paid out £100,000 in share dividends and debt to its council owners and simultaneously invested in three new DAF Optare Deltas.

The £250,000 order, to be delivered in May, will be backed up this season with two late Atlanteans refitted to coach specifications. The vehicles - both with high ratio axles - have been repainted and, when they leave Northern Counties, will be used on excursions from Blackpool seafront.

The go-ahead municipal's plans for the coming season don't stop there. Its coaching arm, Seagull Coaches, is to move its booking

office on to Blackpool seafront to make the most of summer trade. It already has three stands on the seafront.

Fylde Blue Buses and Seagull Coaches returned an £80,000 net profit in 1989/90 after dividends had been paid - double the income of the previous year - and generated through just 85 vehicles and 160 employees. Accumulated profits since 1986 total £270,000.

'We are particularly happy with Seagull,' said operations director Mike Martin.

We have also had some success with Tickets Please - our ticket agency.'

■ BUYOUT

Laver to buy Boyden's tours

BOYDEN

International's tours are to be bought by the firm's director and general manager Tony Laver.

Mr Laver said his purchase from insolvent Boyden (*Coachmart*, February 14) would include all departures for this year and Boyden's two travel agencies in Nottingham and Derby, together with seven of the company's staff.

'For the first week of receivership it didn't cross my mind because it was like a bolt from the blue. Although buying the whole lot was out of my reach I decided I could afford the travel side,' he said.

'In one way I am bitterly disappointed I could not do anything about the coach side, because the Boyden drivers were the best in the business.'

He says he has bought the right to operate this year's holiday programme under the Boyden name, but although no new name has yet been fixed he will not use the name in future years.

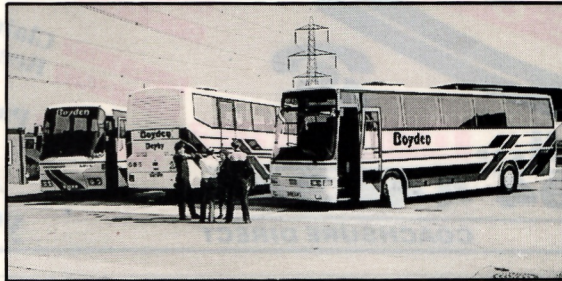
Mr Laver says he has also taken on substantial debts to reimburse lost holidays to unsecured creditors.

The new tours firm will be contracting other operators.

'The industry has really rallied round so far and I have been offered money by other coach operators to buy the business,' said Mr Laver.

However, the deal is being financed from his own personal funds and the NatWest Bank. 'I have turned down an offer of employment to start this business,' he added.

A spokesman for



Boyden: general manager to step in following its insolvency.

Boyden Group receivers, Nottingham-based Cork Gulley, could not confirm the deal.

'Nothing has been signed as yet, although I understand the coaches and tour business will be sold separately.'

Although the receivers were seeking a buyer for the business as a whole, no such buyer has been found, according to industry sources.

Cork Gulley could not say what was happening with the

vehicles though it is thought two Bova Futuras and two DAF 355/Caetano Algarves have already been repossessed by United Dominion Trust and are heading for ADT's auctions to be held at Belle Vue, Manchester, at the end of this month.

Boyden International ran 16 vehicles, including eight Futuras, on over 200 tour departures a year.

Four Futuras were fully owned assets of Boyden International.

■ COACH

Ralph's wins Stansted contract

RALPH'S Coaches of Langley near Slough has won a Stansted Airport contract to supply car park shuttles.

'It's a four year contract with a one year extension,' said Ralph's managing director Pat Burke.

'It is on a fixed price apart from a yearly update on wage costs and a clause in case VAT is introduced due to European harmonisation.'

The contract was won against competitive tenders from more than 15 other operators, including National Car Parks.

Ralph's will be using six Optare

Deltas, representing an investment of £600,000, to operate the 10-mile circular route. Operating round the clock, a peak vehicle requirement of five vehicles will be run on a seven-minute headway for 18 hours a day, with the remaining six hours operated on a hail-and-ride basis. Ralph's is basing a full-time fitter at the airport.

The Deltas have 29 seats, DiPTAC features, folding wheelchair lift, track for two wheelchairs and room for 42 standees. They also feature three-tier luggage and ski racks.

■ COACH

Wiffens' commitments taken over

STANSTED-based Wiffens Crew Handling (Stansted) has ceased trading and the commitments have been taken over by a new firm, Airport Coach Services.

The proprietor of the Wiffens firm - an entirely separate company from the family's Braintree enterprise - was unavailable for comment when *Coachmart* phoned, but proprietor

of ACS, Brian Ward, was answering calls on the number.

'We started trading on March 1,' said Mr Ward. 'We took on the Wiffens commitments but there was very little left.'

He said he ran two vehicles and was working from the same Stansted portacabin on the airport site.

■ BUS

New owner for South Notts

AFTER more than three months of negotiation (*Coachmart*, January 3), Nottingham City Transport is to buy-out South Notts Bus Company this weekend.

It is understood that the 30-bus operation will be unchanged by the move, retaining even the livery.

South Notts faced strong competition from Gilbert Kinch's operation since the former Leicester operator switched his attention to Nottingham. Similar competition in the early days led to Bartons taking half the shareholding of South Notts.

■ BRIEFS

● **BADGERLINE** was last week preparing its case to planners for a multi-million pound move from its Kensington site in Bath to derelict Weston Island. Plans involve selling the valuable Kensington site to Safeway for a supermarket development and taking four acres of Weston Island for development.

● **SOUTHERN Vectis** subsidiary Solent Blue Line is introducing free ID-style travel permits to avoid confusion over a young person's age.

Application forms are being distributed through schools and permits are available from Solent Blue Line travel shops.

Operations manager Peter Shelley said: 'We are trying to help mature looking young people exercise their right to half fares. At the same time, the scheme reassures drivers and conductors that a youngster is entitled to a fares concession.'

● **THE management and employee buy-out of Tayside Public Transport Company looks set to go-ahead in early May.**

The regional council's roads and transport committee has given its unanimous blessing to the buy-out, which is being led by managing director Sandy Strachan.

It is understood each of the 600 staff will have an equal stake in the company. Final approval of any buy-out must be ratified by the Secretary of State.



● **BERKSHIRE-based Bee** Line has banned smoking on all of its buses and Londonlink coaches.

The ban started on March 13 - National No Smoking Day.

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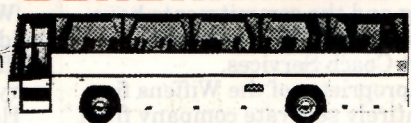
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■ SPECIAL REPORT

With the end of the Gulf conflict and news of a further interest rate cut, coach operators at the Guild of British Coach Operators' conference at Hatfield House were encouraged to look to the future with confidence. Positive thinking lifted the mood of gloom and despondency weighing heavily on the coach tour industry.

Mike Morgan reports.

Good news for coaches in London

COACHES in London will benefit from easier movement on main and radial roads when the Road Traffic Bill becomes law this summer.

Coaches will be able to use bus lanes as part of the 'Red Route' proposals and traffic managers will make provision for coach parking bays.

Peter Butler, head of the London traffic & parking policy division of the Department of Transport explained

that public pressure had forced the introduction of priority routes and new parking enforcement arrangements.

Proposed is a 300 mile network of prime routes.

Said Mr Butler: 'Only three percent of London's roads carry 25 percent of all traffic.'

A traffic director will run the system in place of local authorities.

Using their own traffic-warden services, the



Peter Butler: public pressure has forced change.

councils will keep the income from parking charges, and existing Police and traffic-warden

resources will be released on to the major routes.

A pilot 'Red Route' started in January along the A1 between Highgate and the City, then out along Commercial Road to the Rotherhithe Tunnel.

Red lines replace existing yellow line restrictions and stopping restrictions are clarified on new clearway signs with red boarders - hence the term 'Red Route'.

Environment is important issue

ENVIRONMENTAL issues have made inroads into the British consciousness, according to Christopher Bowers of the Environmental Transport Association. Mindful of the strong environmental sense in using public transport, he advised operators not to misplay their trump card.

He said coaches save on road space, protect the world's supply of raw materials (60 percent of all rubber production goes to cars), and are more fuel efficient.

Coach image must be improved

WALLACE Arnold managing director John King told the conference it is high time the profile of coaches was improved.

'We are still very much a joke - not very far advanced from the charabanc,' he told delegates.

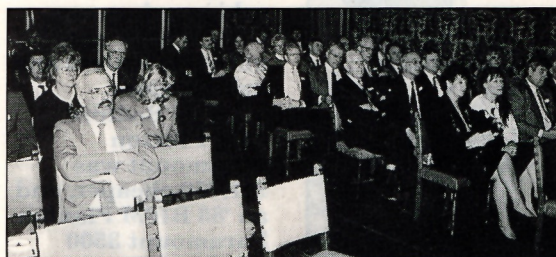
The over-55s are the majority of Wallace Arnold's customers and one-third of these are disabled to some degree. 'To some extent the infirm are using a coach as a convenience. However, we cannot provide them with that

convenience in cities.'

Rather than welcoming coach tourism, Mr King believes many places have a hostile regard for coaches.

'Overnight parking is a serious problem. How many cities or towns can you think of with secure overnight parking?'

According to Mr King, Manchester has lost business and a tour promotion planned for Cardiff was cancelled because clients could not be taken within half-a-



Guild of British Coach Operators' conference: looking to a better future.

mile of the proposed venue. 'Even places like York and Chester deal with coaches in a half-hearted manner.'

Resorts are as much to blame. 'Any town which depends on tourism must change

their attitudes.'

Mr King called for some sort of PSV priority scheme on motorways and a sympathetic road-building scheme to allow coach access to remote areas.

We must all pull together

LONDON'S coach problems can be eased if operators, hotels and the Metropolitan Police work together.

Coach liaison officer Sgt Bob Pilbeam warned that parking enforcement will increase, but the classic parking conundrum can be resolved.

Complaints would drop if drivers cut coach engines while stationary: 'It's irresponsible as well as an offence.'

'Ensure your drivers use the coach parking facilities and bays. Drivers should collect receipts. Ensure parking is included in the cost of coach hire - £25 is about the price for a day's sightseeing tour.'

Sgt Pilbeam said hotels should be encouraged to provide parking facilities and he urged conference organisers to contact the police for advice.

GRAHAM Beacom, Evan Evans' managing director, defended the role of the incoming tour operator.

'We are as fundamental as a hotel,' he said

Evan Evans spends £750,000 a year on coaches, because this is the only viable way of taking tourists from London to the Lakes,

Incoming tours are important to industry

or on a day trip to Stonehenge, Salisbury and Bath. 'Frankly there is no other way.'

Nevertheless, he pinpointed aspects of coach operation in need of improvement.

Air-conditioning is

essential, but other extras are subject to load-factor calculations, particularly toilets. 'Why should I fit one seat I can't sell for four that I can?'

Mr Beacom listed many things which ran contrary to the

desired image of coaching including dirty vehicles, drivers who smoke, stickers on windows, newspapers left around the cab area, plastic flip-top bins.

Driver attitude to work needs lifting.

He said: 'We would like to see salaried drivers and would like to get rid of this business of gratuities.'

COACH/BUS SALES

Bus and coach sales plummet ...

FEBRUARY'S total bus and coach sales figures put January's optimistic figures into perspective - registrations last month were down 47 percent on February 1990.

That disastrous drop turns around January's euphoria - when five percent more PSVs were sold - and shows the expected year-to-date drop of 20 percent for the first two months of 1991.

But thanks to another strong performance by

Dennis, which again topped the sales league, British vehicle sales are down only four percent. Imports fell by 35 percent against the same period last year.

The new full-sized coach sales figures paint an even gloomier picture, with a drop from February 1990 - when 148 coaches were registered - to 63 vehicles sold, a drop of some 57 percent.

Volvo maintained market leadership in coaches with 38 percent of sales,

Leyland sold 32 percent of the vehicles, and a variety of mainly imported vehicles accounted for a further 24 percent.

The first two months of the year combined show Volvo again at the top for coach sales with 49 percent, Leyland with 22 percent, Scania with 5 percent and Dennis with 4 percent. The league table of all full-size PSV sales shows Volvo at 35 percent, Leyland 33 percent, Dennis 11 percent and Scania 8 percent.



PSV sales: new figures show an expected year-to-date drop of 20 percent for the first two months of 1991.

... but there's an up-turn in used vehicle sector

THE USED coach market last month showed slight improvement for a number of reasons.

No doubt there is optimism returning to operators and they are now planning long term.

But there has also been the influence of a proliferation of special sales, open days, good deals on offer.

The end of the Gulf War and the reduction in base lending rates should both give operators cheer, and persuade them to invest for the coming season, particularly as the public will now be able to focus its mind on holiday planning rather than the relentless bombardment of TV



Used coach sales: optimism is returning.

Gulf news.

Operators who move quickly will still be able to get that special deal on a used coach but, as confidence starts to build, prices will start to harden and the price differentials between private sales and dealer sales will be reduced.

Currently, a

comparison of asking prices can show a huge gap between dealers and private sales.

An '84 Bedford YNT Plaxton Paramount was £11,750 cheaper, and an '83 B10M Plaxton Paramount 3500 would give you £10,500 change, bought privately.

This will become an exception as the market recovers and finance 'repos' in particular will follow the trend.

For forward-thinking operators, this is a good time to make purchasing decisions, given a reasonable Budget from the Chancellor and the prospect of further cuts in the base lending rate later in the year.

Total bus and coach sales

Manufacturer	February		Year to date	
	1991	1990	1991	1990
Dennis	24	16	96	41
Duple	2	1	2	2
Iveco Ford	0	0	1	0
Leyland Bus	30	94	107	201
DAF	4	17	12	32
Optare	3	1	29	3
Scania	17	21	25	41
Volvo	41	86	109	172
Other British	0	0	4	0
Other imports	21	30	41	45
Total British	59	112	238	247
Total imports	83	154	188	290
Total	142	266	426	537

Full-sized coach sales

Manufacturer	Sales year to date		Market share (percentage)	
	1990	1991	1990	1991
Volvo	101	81	39.5	49.1
Leyland	46	36	18	21.8
Scania	28	9	10.9	5.5
Dennis	12	9	9.4	4.2
DAF	22	4	8.6	2.4
Setra	6	2	2.3	1.2
Duple	2	2	0.8	1.2
Bova	15	0	0	0
Others	12	24	4.7	14.5
Total coaches	256	165		

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Carlton P.S.V.

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17½%
OFF

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- Collect coach on completion of payment

17½%
OFF

BARGAIN 2

50% DOWN – 50% OVER 6 MONTHS!

50% DOWN
50% OVER
6 MONTHS

- Pay 50% of list price of any used coach in stock
- Drive it away and start earning
- Pay Balance in six 1 monthly instalments
- Only 5% interest added to instalments

50% DOWN
50% OVER
6 MONTHS

BARGAIN 3

HIRE A USED COACH FOR 6 MONTHS – THEN BUY

HIRE &
BUY

- Hire any used coach from stock for 6 months at 50% of list price, payable in six 1 monthly up front instalments
- After 6 months, 75% of payment value already made counts towards the full purchase price
- And you only pay the Balance outstanding

HIRE &
BUY

STOCK REF	CHASSIS	BODY	SEATS	YEAR	MOT	(Bargains 2/3) LIST PRICE	(Bargain 1) OFFER PRICE
9036	Bedford	Plaxton	53	1979 (T)	–	£3,800	£3,125
0006	AEC	Plaxton	53	1977 (S)	9'91	£6,500	£5,350
0007	Bedford	Duple	29	1980 (V)	9'91	£8,200	£6,750
9014	Bedford	Plaxton	53	1981 (X)	9'91	£14,000	£11,500
0014	Volvo	Caetano	51	1980 (V)	1'92	£19,000	£15,675
9013	Leyland	Plaxton	53	1980 (W)	8'91	£20,600	£17,000
9012	Leyland	Duple	53	1981 (W)	8'91	£20,750	£17,125
9011	Leyland	Plaxton	49R	1981 (W)	10'91	£21,000	£17,320
9009	Leyland	Plaxton	53R	1980 (W)	8'91	£22,400	£18,500
9010	Leyland	Plaxton	49R	1981 (W)	8'91	£22,500	£18,550
0012	Volvo	Duple	53R	1980 (V)	12'91	£23,400	£19,250
9033	Leyland	Duple	51R	1982 (X)	2'91	£27,250	£22,500
0010	Leyland	Plaxton	49R	1982 (X)	8'91	£27,250	£22,500
R028	Neoplan	Jetliner	49R	1982 (PP)	5'91	£35,000	£28,875
R036	Volvo	Jonckheere	48R	1983 (A)	11'91	£37,900	£31,300
R038	Volvo	Jonckheere	46R	1983 (A)	12'91	£37,900	£31,300
R039	Volvo	Jonckheere	51R	1983 (A)	6'91	£37,900	£31,300
R045	Scania	Jonckheere	49R	1985 (B)	2'92	£49,400	£40,750
R044	Neoplan	Jetliner	44R	1987 (D)	5'91	£54,500	£44,950
0004	Neoplan	Skyliner	71R	1982 (PP)	4'91	£55,000	£45,375
0041	Neoplan	Skyliner	73R	1984 (A)	5'91	£66,500	£54,850
0042	Neoplan	Skyliner	71R	1984 (A)	11'91	£66,500	£54,850
1046	Neoplan	Skyliner	73R	1984 (A)	11'91	£66,500	£54,850
1050	Volvo	Plaxton 3500	53R	1987 (D)	1'92	£79,950	£65,950
0022	Neoplan	Skyliner	77	1988 (E)	12'91	Special price	£122,000
Newly Refurbished (inside and out) Skyliners					1'92	Special price	£77,000

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You've been buying...You've been buying...You've been buying...You've been buying... .

Stuarts goes for a foreign flavour

AMERICAN-style script combined with a continental flavour boldly promotes the Stuarts name on a six-year-old DAF MB200 with LAG Galaxy coachwork.

Used mainly on tour work by Stuarts - of Hyde, Greater Manchester - on behalf of other people, the coach is also employed on National Express work and private parties.

Two other similar DAFs are operated. Each is to a high-spec with drinks machine and sunken

toilet.

Managing director Michael Stuart said: 'We bought the coach for the excellent DAF running gear which is very impressive.'

Established as a coach operator seven years ago, the company has grown to 25 vehicles after local service work expansion which added 13 buses to the fleet. 'It's the physical size of the yard that's stopped us growing.'

New coaches are not justified by the rates



available in Greater Manchester. Mr Stuart told *Coachmart*: 'The rates are very poor all round. People have got to pay the rates for the service they are getting.'

Service quality is maintained by giving

coach drivers their own vehicle to look after and keeping a strict separation between bus and coach drivers. 'There are no in-betweens at all,' said Mr Stuart.

Photo: Eric Ogden, of Manchester.

The Kings Ferry's spending spree continues

THE Kings Ferry's spending spree at the end of last season didn't end with a clutch of Mercedes 0303s (*Coachmart*, March 7, 1990)

For the 1991 season, managing director Peter O'Neill has added two MAN 11.180 chassis with Berkhof 1000 Excellence body and an Optimo II, which he describes as having a sports car-like performance making it a must for any fleet.

The 21-seater Optimo, supplied by Phil Errington of Errington's, is already a winner - gaining much repeat business with a level of



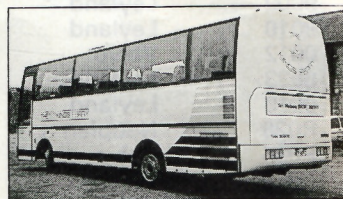
refinement which includes video and hot drinks unit.

Equally popular with staff and customers alike are the

MAN/Berkhofs. They have 33 Vogel recliners, courier seat, fridge, coffee machine, radio/PA and video. Berkhof's

radiator heating with Webasto add to the passenger appeal and electrically adjustable and heated mirrors together with electrically operated sun blind make life easier for the drivers.

New to The Kings Ferry: Optimo 11 (left) and MAN 11.180 (below).

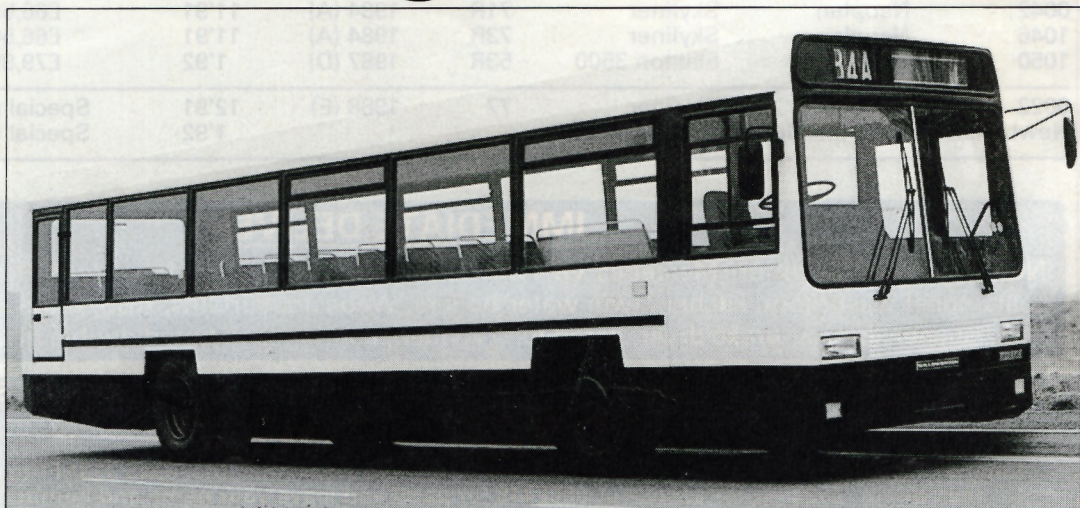


Henderson Travel gets first Warrior

HENDERSON TRAVEL of Scotland has bought its first Willowbrook Warrior service bus.

Mounted on refurbished Leyland Leopard chassis, it headed north of the border for local service work in Hamilton. Fitted with 51 blue/grey chevron moquette trimmed seats, it has provision for 25 standees.

Other recent Warrior deliveries, also equipped with convector heating and full-height glazed partitions, includes welcome repeat business from Oxford Bus Company Warrior and Mayne's of Manchester.



You've been buying...You've been buying...You've been buying...You've been buying... .

Optimo continues Johnsons' development

PURCHASE of a new Optimo II is the result of three years' development of the small coach market by Johnsons Coaches, of Henley-in-Arden.

Evolution from Mercedes-Benz 508 to 608, then 709, demonstrated that this size of vehicle could be the busiest in the fleet.

Director John Johnson told *Coachmart* that the 709 covered 110,000 km last year. 'We're looking for that sort of work out of the Optimo,' he said.

'Gradually the market has developed. Although the 709 was a good little vehicle, we wanted to get across to the customer the idea that it's a

coach and get away from the stigma of a minibus.'

The Caetano Optimo II GL 21-seater will probably be kept for three years on executive type transport. 'We do a lot of work out of Stratford-on-Avon and we needed to defend that business.

'A lot of our business is with groups of 12 to 21 people, and even executives want a vehicle to suit the size of the party, whereas 25-30 passengers are happy on one of our Bova Futuras.'

Most of these full-size coaches are secondhand - the Optimo is Johnsons' first new vehicle for a couple of years.



The new Optimo II: Johnsons first new vehicle for several years and destined for a busy time - according to director John Johnson.



Photo: Eric Ogden, of Manchester.

Abbott's of Blackpool's Volvo maintains a long tradition

ABBOTT'S of Blackpool has maintained a tradition going back at least to early post-war days with the registration number on its new Plaxton-bodied Volvo B10M.

Having a seven as the last number is the Abbott's trade-mark on all but one of its 23 coaches. If re-structuring of the manufacturing industry had not intervened, then this 57-seater could easily have continued another tradition - the company's preferred AEC/Harrington combination.

There are now three coaches operated from the Talbot Road depot with 57 seats. The oldest is still in daily service. This 1969 Plaxton-bodied AEC was the first of this size in the North West.

With the exception of one B58 in 1978, chassis loyalties switched from AEC to Leyland before settling on Volvo. Company secretary David Abbott told *Coachmart*: 'Looking back now we would have been better to buy Volvo - they are more reliable.'

The new coach is an additional vehicle purchased because it was 'at the right price.' Mr Abbott added: 'You've got to keep buying new ones, otherwise you wouldn't stay in business.'

A full economic life is obtained from each of Abbott's vehicles, consequently no vehicle was part-exchanged. 'In the season, we can use all the fleet plus others, so there is no point selling them in the trade.'

Grant helps Cornishman Keith buy a Mercedes

CORNISHMAN Keith Charman got £17,000 in Rural Development Commission grant to help fund a new vehicle.

Former community bus driver Mr Charman has set up on his own with a Mercedes 609D conversion by G & M Coachwork.

The new vehicle seats 20 with six standees.



Converted Mercedes 609D: Mr Charman's £17,000 grant for the purchase came from Rural Development Commission.

The village route, which takes in Polruan, makes a minibus a necessity. It is supplemented by a school contract.

Mr Charman told *Coachmart*: 'The first minibus I got was a Mercedes 308. This new vehicle was an obvious progression.'

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Alexander

INNOVATION & REPUTATION - THE WINNING TEAM

Dynamic duo take to the road

REEVE Burgess has completed an epic four week UK demonstration drive, taking in many potential customers for its new aluminium Pointer body on Dennis Dart (*Coachmart*, February 7, 1991).

Starting amid the February blizzards, the intrepid duo of area sales managers Rick Betton and Charles Moseby headed for Scotch Corner.

But, despite the trauma of blocked Anglo-Scottish border crossings, the trip was uneventful.

Said Mr Betton: 'We had our survival kit on board but nothing went wrong. We had no chance to use the shovel.'

First call on the marathon demo was the North East, then on to Scottish operators in Edinburgh, Kirkcaldy and Aberdeen. Glasgow completed the first week before a seven-hour drive back to Chesterfield.

Not discouraged, week two began with an overnight in Clayton-le-Moors before showing the new bus to Rossendale, Preston, North

● **TOP marks to Glasgow's *Daily Record* for its absolutely unique story about Stagecoach taking over Northern Scottish.**

Most newspapers took the view that this was a fairly major story about big fish swallowing up little fish.

The *Daily Record* took



Southampton Citybus: its new Pointer will be well run-in.

Western, Merseybus, Chester, Warrington and Shearings (where a Dennis-owned Telma equipped Dart is undergoing in-service trials with a view to possible option on the 9.8-metre Dart).

Then to Jim Stones in Glazebury to make comparisons with his Wadham Stringer-bodied Dart.

Finally, back across the

the view that this was a minor story about little women controlling big companies.

'Tiny Tycoon Ann Gloag yesterday won the go-ahead to buy state-owned Northern Scottish Omnibuses,' starts the story.

It continues: 'The little

M62 to operators in Yorkshire, Humberside, Nottinghamshire, Derbyshire and Leicestershire, before the baton was passed to southern area rep John Bell.

The Pointer is destined for delivery to its new owner Southampton Citybus this month when it will be truly run-in.

Indeed the very first Pointer to go into service will,

ironically, be secondhand.

Said Mr Betton: A lot of people just wanted to see it.'

Talking of the general public, he added: 'We had quite a few stares in Aberdeen with Southampton Citybus on the side.'

'All the way round a few bus passengers were expecting us to stop. We could have collected a few fares, but that's another story.'

woman with the big business - she's just 5ft tall - already runs 2,500 buses worldwide.'

Mealstop draws three conclusions about the writer: he's a man; he's quite big; he didn't talk to Stagecoach or he'd have discovered that Mrs Gloag is one of several directors.



LOOK AT IT

THIS WAY

Which PSV chassis builder last year upped exports, increased its UK Bus & Coach registrations by more than 50%, and achieved 32% of last quarter registrations?

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SR280.** Full
exec. Mint
cond.



**1982 BOVA
EUROPA.** 53
rec., curtains,
radio, PA.



**1987 IVECO
VIANA L. 19**
sts, curtains.

**1986 OCT.
MERC. 609D
CICELY.** 16 sts,
radio/cassette.



**1986 BEDFORD
PARA 3200.**
52 seats,
toilet, serv.

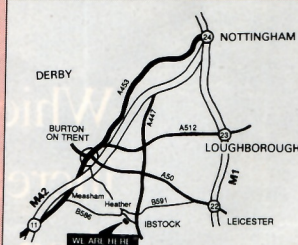


**1986 BOVA
FUTURA FLD.**
53 rec, good
touring spec.



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Leaders should set a better example

From John Johnson

SIR

Further to your article in *Coachmart*, February 21 regarding West Midlands Travel and its subsidiary, Central Coachways, I have seen some of their ridiculously low private hire quotations and therefore was not surprised to see the article or indeed the company's losses.

However, I am intensely disappointed at the irresponsible policy that the group chairman, James Isaac, seems to be putting forward.

Without doubt, he is guilty of depressing the market even further, most of us in this area are all working hard

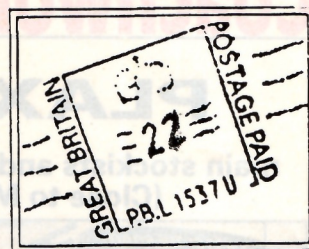
towards improving profit margins, through better quality service and professionalism, while trying to educate the customer that it is worth paying a little more for it. He seems content to do completely the opposite!

Perhaps Mr Isaac could tell us why he is doing it? He denies intentionally under cutting local operators, he denies using Central Coachways as a loss leader and even denies following a policy that is to the detriment of the local coach industry.

With his knowledge of the industry, he should know that we shall all lose in the end - the customer, his own company, other operators and the industry as a whole.

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The Editor is always pleased to receive letters for publication in *Coachmart* and will, if requested, publish these anonymously. But please attach your name and address for our own information.

I would expect an appropriate approach, we smaller operators look to people in his position to set a better example!

I wish he would take another look at his policy and show some responsibility and

professionalism.

JOHN JOHNSON
 DIRECTOR
 JOHNSONS (HENLEY)
 SOLIHULL

Van Hool boss puts the record straight

From Vernon Edwards

SIR

I read with interest your article in *Coachmart* March 7 headlined 'Plaxton delivers first fully-belted coach'. I would like to put the record straight by pointing out that it was not.

In 1988 we supplied four LAG Panoramics to Davies of Rye, each fitted with inertia lap seatbelts on every seat at a cost of around £1,400 per vehicle. Sadly, Davies of Rye are no longer trading, but they were a very safety conscious company.

Davies went under in 1989 and just before they went into receivership, they had another four fully seatbelted vehicles on order from us.

All these vehicles are now running with different operators throughout the country.

So, there were operators contemplating fitting seatbelts long before the honourable Cecil Parkinson put forward his recommendation.

I am pleased that a British manufacturer - Plaxton - has now taken the initiative with seatbelts.

And I would like to think that other manufacturers would now follow that initiative.

I think coach safety is Paramount!

VERNON EDWARDS
 MANAGING DIRECTOR
 VAN HOOL UK
 WELLINGBOROUGH

LOOK AT IT
 THIS WAY

Who in the PSV chassis construction business expanded manufacturing capacity by opening a new £10 million factory, increased the order book and made a business success of 1990?.....

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From Norman Clay

SIR

I read with some amazement this week, the latest National Express advertisement in the National Press. I am unable to equate the bottom-line revenue.

If you take into consideration a senior citizen 'reserved' return fare of £9 (to any destination on the British Mainland) being used

We are often our own worst enemies

to travel between London and Edinburgh and then take out the agent's commission, normal operating costs and coach station fees, do you then have sufficient revenue to pay for national advertising?

Whilst small and not so

small operators are striving to get the rate for the job and improve the image of this industry, what price does the public expect to pay to travel with their local coach operator after seeing publicity like this?

The recession will make it

difficult for many operators and I can sense a degree, perhaps, of panic from certain quarters, but I am not convinced that price cutting is the solution.

The all too common phrase 'we are our own worst enemy' may be appropriated again and again over the next few months. We shall see ...

NORMAN CLAY
PLAISTOW
LONDON

How National Express can learn from British Rail

From Roderick MacDonald

SIR

Today I attempted to find out travel information from Oxford to Nottingham. British Rail gave me a prompt, polite response to my enquiry. National Express eventually answered their phone after the fourth time I tried. I was then 'passed around' switchboards, made to wait, then a rather vague person gave me the times when I wanted the cost.

This is not an isolated case I fear. Have you ever attempted to find out Eastern Scottish bus information at the weekend?

Perhaps Coachmart should stage an 'undercover' survey of the telephone information systems of coach and bus operators, then try phoning BR at Oxford to see how it

should be done.

Operators spending £125,000 on a new coach is a waste when members of the public cannot find information about the service the vehicle operates on!

For your information (and National Express) I am taking the train to Nottingham!

RODERICK MACDONALD
RESEARCHER
(PLANNING AND
TRANSPORTATION)
OXFORD POLYTECHNIC

Ed - No sooner said than done, Mr MacDonald. As you will have seen in the February 28 issue, we have started mystery shopping operators to see how their customer services measure up. Check Line will be published each month in Coachmart.

Nostalgia Corner



IT'S 1967 and the magic of coach travel is alive with the vibrant beat of the period.

No we're not talking about the merry sounds from the Bedford VAL and the squeal of the overheated brakes, we're deep into Beatlemania and screaming to the thrill of Messrs John, Paul, George and Ringo.

They brought a yellow and blue Plaxton 53-seater to the attention of millions.

Ringo and Auntie Jessie are tempted on board a mystery tour. 'And this is a MAGIC trip,' adds Ringo.

Away in the sky, beyond the clouds, live four or five magicians.

By casting wonderful spells they turn the most ordinary coach trip into a Magical Mystery Tour.

Let us hope that the magic lives on in the minds of the travelling public.

LOOK AT IT THIS WAY

Whichever way you look at it, it's.....

DENNIS

THE STRENGTH TO DRIVE ON

Skivers milk the system



DURING the period of wall-to-wall news coverage of action in the Gulf, some

otherwise fairly significant events failed to attract media attention. One of which does have a wide ranging effect for employers.

Earlier in the year the Government appeared to suffer a defeat in the Upper House on their proposals regarding Statutory Sick Pay. MPs had decided to only refund 80 percent of SSP payments made by employers, with the sop of a small reduction in the Employers' National Insurance contribution levels. The Lords amended the refund to 92 percent - a percentage more commensurate with the NI

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Form SSP2

Statutory Sick Pay: politicians have not helped small firms. reduction.

On February 8, the Lords reluctantly accepted that the Parliament Act debars them

from tampering with the financial aspects of Government Bills. Thus, with their ermine-trimmed tails

between their legs, they backed off from this noble amendment leaving employers with an extra £100 million a year to find to make up this 20 percent of SSP.

The point was well made by noble Lords that causing employers to pick up part of this tab will lead to discrimination against workers who are habitually 'on the club', whether in sickness or in health, and also that the cushioning of this cost by a blanket reduction in NI liability may not help a small employee who could have 25 percent, 50 percent or even 100 percent of his labour force off sick at any one time. Prolonged periods of meeting 20 percent of sick pay costs in small firms might, the Peers correctly concluded, bring a small business to its knees.



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ON TARGET

While I totally agree with that, it appears that no Lord or MP has a small business background. If they had, would they not have objected to this iniquitous proposal on the grounds that employers have no ability to control the growing abuse of what all too many employees now regard as an extra holiday with pay - yet will be forced to fund part of it?

We have the choice of Hobson in deciding whether or not to pay the malingerers. I do think we are not totally powerless in controlling the financial deprecations of this ill-conceived system. Many of us wonder at the sanity of a Government which introduced SSP, but are not too worried while the loony legislators lob out the loot. Being forced, ourselves, to fund this idiocy gives the whole thing a different dimension.

We are in an industry where reliability and punctuality are paramount and I have always discriminated against habitual

'sickies' when taking on staff. Cost implications apart, people going off sick cause considerable disruption to proper performance of our highly time-sensitive legal and contractual responsibilities. It has been my long practice to include a question to prospective employees regarding the amount of time they have had off sick in the past five years. I do not even consider interviewing anyone with more than about one day a year average sickness and before taking-on anyone I check the honesty of his reply to this question as part of the process of taking references from previous employers.

So the change in legislation will not cause me to start to discriminate in employment selection against 'sickies' - it merely makes me happy the process is already in place and full of determination to not weaken in its application. When taken on, my staff therefore, know that sickness is an issue of which I am

intolerant and I do nothing subsequently to disabuse them of that notion. I know some employers who turn a blind eye, or positively connive, at employees taking sick leave at certain times of the year. Now that these employers will be partly footing the bill they may want to change this attitude but may find it hard to get out of this bed of their own making. I am pleased I will be starting from a better position.

Starting what? My campaign to limit abuse of SSP! While I cannot make medical challenges to a man's claim to be ill, there is no reason at all why I cannot throw down the gauntlet at a practical level. In other countries where being a 'sickie' has become an accepted part of life, employers have found the best deterrent tool at their disposal is to make constant enquiries to the persons regarding their health while away from work.

A phone call on the first day,

and then about every second day during the absence, together with an unannounced visit will establish whether or not the sickness is genuine. If it is, the caring employer credentials are demonstrated. But if the man off with back-ache is found digging his garden or painting the house, then there should be no problem in taking some disciplinary action.

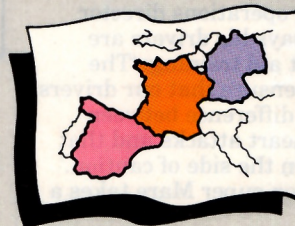
It is a pity their Lordships did not come up with a sensible, and obvious, amendment to the Government's Bill which, although it has financial implications, might well have found favour with the Government. Give a 'No Claims Bonus' of reduced employee contributions for years in which they do not claim Sick Pay.

Giving a little in that way would, I feel certain, have saved both the nation and we employers from paying out a lot to the 'sickies' who milk the system.

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uno Setra



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Kässbohrer
SETRA

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HOW TO COPE IN A CRISIS

How should you cope if a passenger is taken seriously ill or dies on your tour coach? Alan Millar has been taking advice on what to do.

It must be every coach driver's nightmare that one of his passengers will require urgent medical attention in the course of an excursion or tour.

But for an industry which depends so much on over-55s - many well over 70 - for a large part of its income, that nightmare can often be a reality. And if serious illness strikes when your coach is out on the open road, the driver's actions could literally be the difference between life and death.

Your drivers must be given clear guidelines, they should always be instructed to get help quickly. If you are going abroad, issue them with the emergency phone numbers (999 equivalent) for each country your coach is visiting.

The coach should also be equipped with a first aid box.

Wallace Arnold operations director Stephen Barber says his drivers are given annual first aid training: 'The major thing is to ensure that our drivers can diagnose the difference between indigestion and heart attacks and that they always err on the side of caution.'

Bakers of Weston super Mare takes a similar view.

Marketing manager Gail Izzard says: 'We're always concerned about this. One driver can be on the Continent responsible for 50 or more people who are usually aged well over 50. The actual incident rate of illness by coach is much lighter than for air, for instance.'

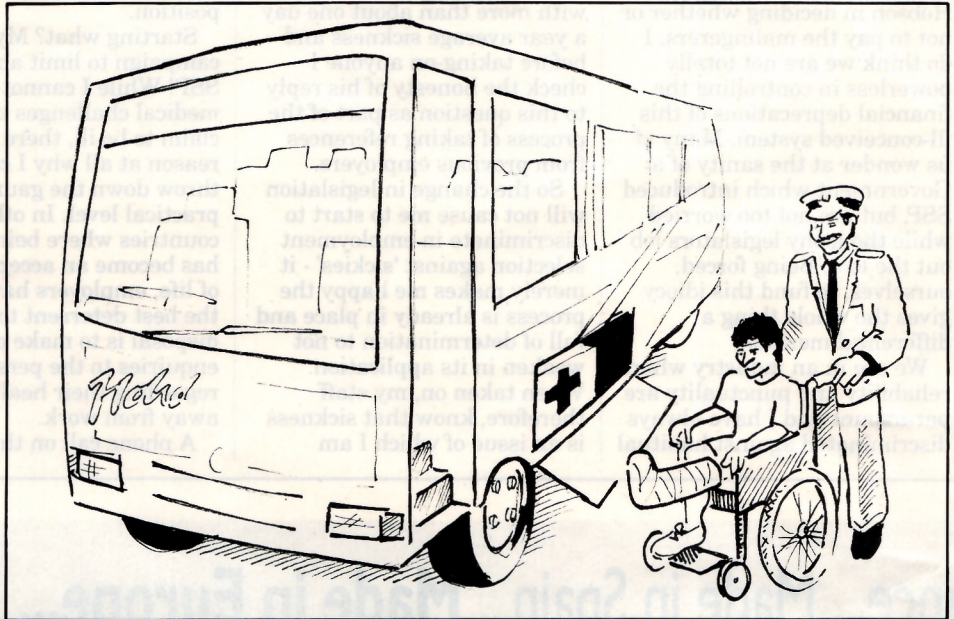
Two of Bakers' part-time drivers are paramedics and have been providing first aid training for the rest of the company's drivers.

'We have bought in the equipment they needed,' said Izzard. 'It is mostly the usual first aid items, but we felt it would be a good idea to get a dummy for mouth-to-mouth resuscitation and for cardiac massage for heart attacks.'

'It has not happened yet, but we have been able to cope well with falls and the other usual things that happen on holidays.'

The St John Ambulance Service recommends that coach drivers undertake its full four-day first aid courses which deal with resuscitation, burns, scalding, broken bones and life threatening symptoms like nosebleeds and hypothermia.

Wallace Arnold tells its drivers to keep



Follow the tips and make sure a passenger doesn't end up in hospital.

the patient as comfortable as possible until help arrives and also to maintain control of the situation.

'The driver must give an air of confidence when everyone else in the party is in a state of alarm,' says Barber.

Drivers should also contact you to make sure that all operating procedures

Operators urge passengers to take out holiday insurance - and most offer it as part of their own packages.

are being followed.

At worst, if the passenger dies, you are then faced with the problem of returning the body home and of ensuring that next of kin are informed.

Stephen Barber says it is important that police or hospital staff contact bereaved relatives: 'We are not trained to give bad news, but someone has to make sure that it is done.'

He advises operators to ensure that they know the home addresses of all passengers, especially those travelling alone.

For all holidays, both operators

strongly advise that passengers take out holiday insurance and offer insurance as part of their packages.

'We don't insist, but we strongly recommend insurance,' says Barber. And Izzard says: 'Basically, we won't take people without insurance.'

A typical holiday insurance package, the Norwich Union Holiday Plus scheme, covers illness and injury and can be extended to cover loss of baggage, money and passports, delays and cancellations and legal expenses to pursue damages actions where the passenger is injured or killed.

If passengers have a home contents policy, they may already be covered for loss of baggage, but remember that many coach passengers may not insure their home contents.

A two-week, no baggage policy costs only £5.80 for travel in the UK, £11.65 in Europe.

The premium is the same for over-65s and Europe covers all of Eastern Europe, most of the Soviet Union, the Canaries, Madeira, Jordan and Mediterranean states like Tunisia.

If the illness or injury strikes in the UK, the passenger will be entitled to £10 daily hospital benefit for the first 30 days and in Europe it covers medical treatment and transport home up to the cost of £1 million.

All the coach operator, courier or driver need to do is contact the UK number of Mondial Assistance, the specialist company which operates the service for Norwich Union and other insurance companies, and its local staff will take over.

Norwich Union says the driver should be aware of each passenger's insurance arrangements before the holiday trip begins. The premium for winter sports and activity holidays doubles, but the standard premium covers injury sustained if the passenger had a day's water-skiing or hand-gliding on a holiday.

But there is a potentially much more serious exclusion.

The policy does not cover the consequences of a medical condition or an injury for which the passenger is receiving treatment at the time they take out the policy. That makes it



A typical holiday insurance can see a passenger getting £10 daily hospital benefit in the UK for the first 30 days.

difficult to insure someone taking heart pills for life or an insulin dependent diabetic.

If you want to avoid horrific problems,

FIRST AID COURSES

England, Wales and Northern Ireland

St John Ambulance National Headquarters
1 Grosvenor Crescent
London
SW1X 7EF
Tel: 071 235 5231

Or check your phone book for a local St John centre.

Scotland

St Andrew's Ambulance Association
Milton Street
Glasgow
G4 0HR
Tel: 041 332 4031

CHECKLIST

- 1 Make sure your drivers are trained in first aid and have clear procedures to follow in an emergency.
- 2 Issue your drivers with emergency numbers to call at your base and in the countries you are visiting.
- 3 Carry a first aid box in your coach.
- 4 Make sure you know the homes addresses and holiday arrangements for all your passengers.
- 5 Insist that your passengers are insured.

especially abroad, it may be wise to turn away bookings from these people, tough and heart-breaking as that might seem, unless they can be insured.

Above all, the message is to be prepared.

One reputable operator we contacted seemed to be well prepared to deal with mishaps at home, but said: 'God forbid that it happens abroad.'

The trouble is, especially with elderly passengers, it really could happen.

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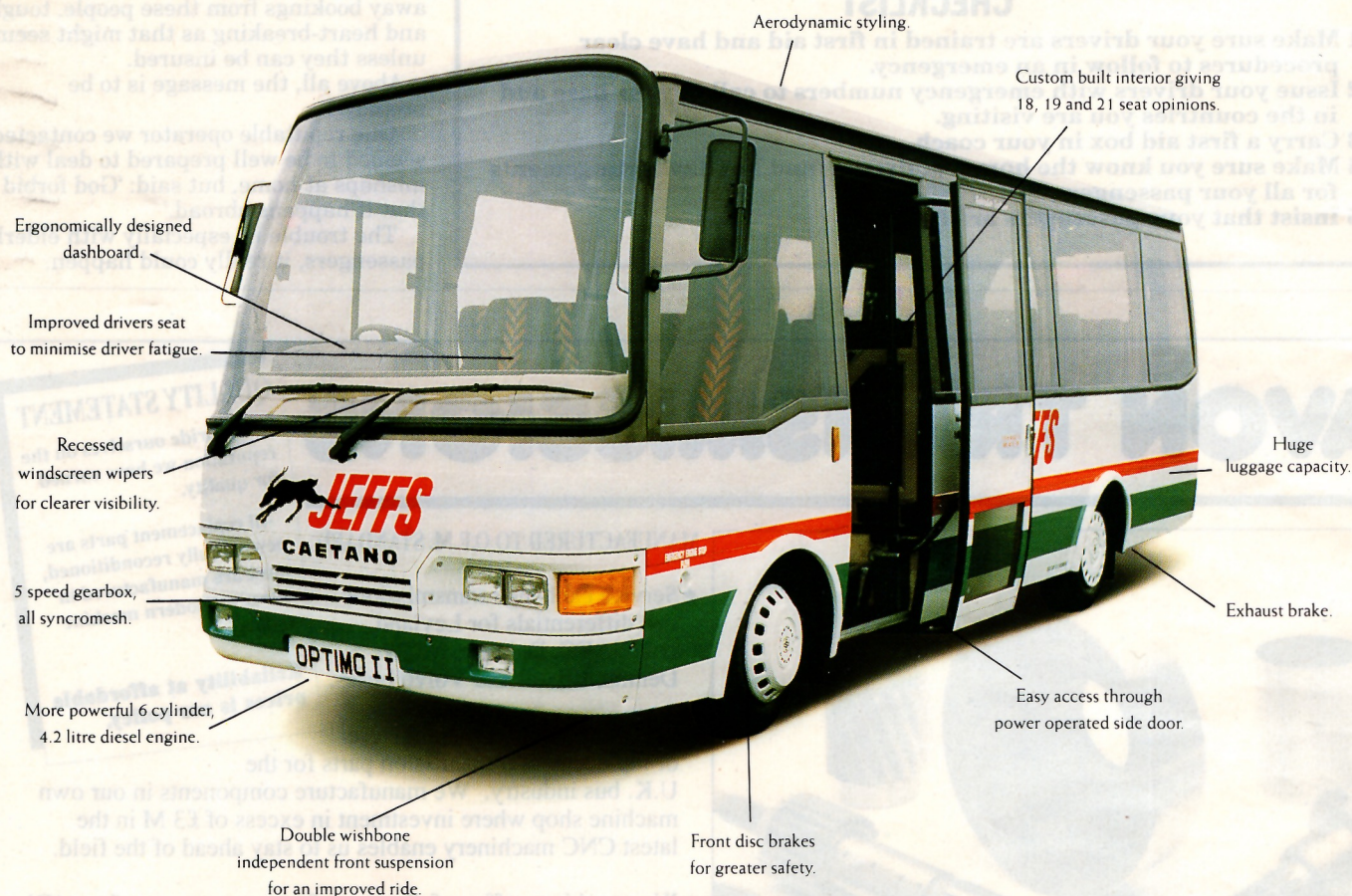
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MINICOACHES ARE BIG IN QUALITY

Rod Davey investigates the minicoach market and discovers a market sector that is riding out the recession by tailoring vehicles to meet operators' needs.

MANY players have left the scene over the past few months as the small vehicle market continues to recede.

Scott of Belshill has gone into receivership, as have low-floor Omni manufacturer Shildon-based CVE. Robbie Hood's LHE breakaway from Phoenix International, which rose from the ashes of Robin Hood, has also left the scene.

But Phoenix International has introduced BS5750 quality standards throughout its production process and range. It is also developing a new model range-based on Mercedes, Iveco and Renault - to be launched this June.

There has been some reformations too, as Coachcraft (Doncaster) transformed itself in to Central Coachbuilders based in the same town. This smaller, more cost-effective operation is responsible for building the first PSV conversion on the Renault B110-50, new to the UK this year. This *Minicoach* issue features the first British road test on this vehicle - a 16 seater with high performance and low fuel consumption.

Doncaster seems to be to the minicoach world what Paris is to the art world. Premises in the town are occupied by rivals Crystals and Europa.

Crystals is diversifying from its better known conversions and is about to launch its first coachbuilt minicoach - a 29-seater based on the Mercedes 811D chassis cowl. With between two to three cubic metres of boot space, the vehicle will have the standard chassis cowl front. 'It will be aimed at the airport feeder market,' said sales executive Tony Walton.

Further diversification will come with a service bus version with a power door. The prototype is not far from completion and will be launched in the next two weeks.

Europa is busy with coach conversions based on the Mercedes 408D and 609D, with 15 and 21-seat configurations respectively. And its 814D coachbuilt 'Enterprise' has the conventional Mercedes front end - but a wider body which has a capacity of 33 seats.

Over the Pennines in Stockport, Made-to-Measure is a leader in the market with its budget-priced conversions. Recent examples include a 24-seat 609D for Shiel Buses in Argyle and a 20-seat Transit for Star Cars of Birmingham. Bootle-based North West Coach Sales is still extending 814Ds by one metre, and fitting a large boot for 24-seat conversions. NWCS has also introduced its 35-seat Buffalo based on the air-suspended 814L - and has new Renault Master T35LH 14/15-seaters with power steering.

In Didsbury, Economy Conversions has moved away from its used low-mileage vehicle conversions and has a brand new Iveco 40.10 currently in stock. It is a luxury coach conversion with 12 seats, tables and tinted windows. Williams Deansgate has new 15/16

Doncaster appears to be to the minicoach world what Paris is to the art world.

seat coach models on both the Mercedes 410 and 408 - aimed at the short distance market for neither has boot space.

Asquith Motor Carriage has been building its 10-seat Mascot vintage replica coaches based on the Ford Transit 100 LWB for the US market. Running on 2-litre petrol engines with a catalytic convertor makes this vehicle suitable for strict American emissions regulations.

The company is setting up dealerships in America and production is currently geared for 85 percent export with 16-seaters for theme parks in Japan and Germany.

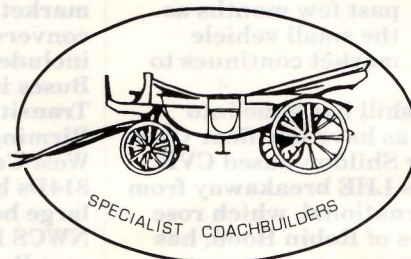
Salvador Caetano is currently marketing the new-shape Optimo featuring recessed wipers, a new gasket-glazed windscreen for easy replacement. The ever-popular Optimo also has a new 6-cylinder engine uprated from 230bhp to 267bhp. Although the interior has not changed the driver's area and fascia has new ergonomic design features.

Dormobile is marketing a redesigned Mercedes 33-seater coach with a new front end, and a 25-seat Iveco 49.10. The



A wide range of quality small vehicles is still available to the discerning operator.

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**TUESDAY 26TH MARCH 1991
COMMENCING 11.00 A.M.**

The first auction sale of buses and coaches in the ADT programme for 1991 at Belle Vue, will be held on Tuesday 26th March 1991.

There has already been a high level of interest in this sale and we are expecting an entry in excess of 100 vehicles. The promised entry currently ranges from early '70s registered double deck buses up to luxury specification coaches direct from major national finance houses.

We would be delighted to accept further definite entries for inclusion in our advertising and mail shot campaign.

Further details available from Derek Bolt or Paul Clay on 061 230 6000

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◀ Iveco is being built for Iveco's PR department and will be finished at the end of this month - complete with special coach seats, lighting, tinted windows and a new power door.

Bob Cripps at Mellor Coachcraft was keeping tight-lipped about what this Rochdale firm will be offering, but promised 'new developments in both conversions and bodies on chassis.'

The newly restructured PMT is still offering its Swift/Knype and its well-received AMI.

Further south and west Devon Conversions has an executive 12-seat coach conversion on the VW LT35, with reclining tip-up seats, removeable tables and telephones. Sales manager Brian Allwood says one such vehicle is going to a taxi operator with a contract with one of the major banks.

Devon is also supplying two executives, 12-seater Mercedes 408Ds with detachable luggage pens, for Inter European Airways at Cardiff Airport. It also has 10 luxury VW LT35s in build for airport work

throughout the UK.

United Bus subsidiary Optare launched its Star Rider coach at Expocoach with a standard Mercedes front end as an option - and is currently on the road with its full range in an aggressive marketing campaign.

A shrinking market has seen its casualties - but the remaining players appear very much alive and well to market realities - and are providing the minicoach operator with an ever improving range and choice of vehicles.

Regal's Setra brings in the cash

Chris and Jean Wright's Setra is not a normal minicoach. But it does earn £400 a day. Is this the future for minicoach travel?

REGAL Progress is not what one would normally describe as a minicoach firm. For although it is the proud owner of a 12-seater, the vehicle is a 9.5-metre Setra powered by a Mercedes V6 250bhp diesel engine.

Proprietors Chris and Jean Wright provide the coach for the private charter business and corporate hospitality markets - markets to which it is particularly well suited.

For the seats are really reclining armchairs, trimmed in a patterned floral fabric which would grace any living room, and placed around tables.

The 'saloon' has the ambience of a carpeted private room, and scatter cushions matching the Parkertex fabric set off the seating.

'It took a three-year gestation period before the business got started,' said Chris.

Original delivery from Kassbohrer was last July, with a specification which cost at least £130,000.

'Nearer £140,000 when we think of what we have put into it ourselves,' he added.

The coach has a cloakroom and wardrobe in the rear, as well as a fully fitted kitchen complete with microwave,



The coach has a fully-fitted kitchen with microwave, fridge and freezer so passengers can enjoy top quality food.



The Wrights: concentrating on the business and corporate hospitality markets.

fridge and freezer.

On its more basic work with clients provided with 'snacks', but not exactly your average bag of crisps, the coach earns over £400 a day.

However, charter rates are dependant on mileage and the on-board service provided - one group of incoming German tourists even specified the brand of champagne which happened to

There was a three-year gestation period before the business got started - now the Wrights are reaping the returns.

be a rare French cuvee, they wanted on board.

But no service specification is a problem to Regal Progress: 'The aim is to organise leisurely tours savouring the many outstanding and individual country house hotels where the cuisine is of the highest standard and personal service is paramount,' said Jean Wright.

'Passengers don't want to stop at meal stops because everything they need is on board,' added Chris.

To emphasise the service, Jean added: 'We use filter coffee and water boiled in kettles, not the tepid stuff served up with the average coach's hot drinks machines.'

Coach services are kept on the boil with a 240 volt system using two alternators and two separate batteries.

As well as light refreshments, lunches are served, often including smoked salmon, on china tableware.

Drinks such as appetisers and wine are served in Edinburgh crystal goblets.

But apart from such on-coach comforts, the 9.5-metre Setra has the ultimate in coach safety, including ABS anti-lock braking.

So its charters for businessmen anxious to watch the mucky antics of the rugged fraternity at Twickers - and for that matter next year in Paris - will ensure Regal Progress will be there.

Such sporting events, cultural visits and wedding parties set it apart from the more humdrum coach operations.

And both Chris and Jean Wright hope it has a future in the type of extended tour which lays its emphasis on small private parties with good food and, perhaps, the Glyndbourne season.

Could this be the way ahead for other minicoach operators?

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THE COACHMAN'S CONVERSION

New to the UK, the Renault B110-50 Turbo panel van has been converted to luxury coach use for the first time by Central Coachbuilders of Doncaster. Rod Davey takes this new RHD variant out for nearly 500 miles on our full two-day road test.

RENAULT has been marketing its LHD B11-50 Turbo van for some time now on the European mainland - with successful PSV conversions in France and elsewhere.

But the RHD variant has had to wait until the middle of this January for its launch by Renault Truck Industries in the UK.

Central Coachbuilders is the first to offer a PSV conversion based on the new panel van - with 16 Vogel fixed seats to luxury coach specification.

And 'luxury' is no exaggeration as Central's first effort has the B110-50 fitted with a video, 14-inch monitor, and a Jede hot drinks machine.

At this specification a price of £25,500 ex-VAT, for an undoubtedly quality conversion, should not seem excessive. But if your work does not warrant such a high specification, Central can offer the same conversion without video and catering facilities for around £24,000 ex-VAT.

I was accompanied on this full *Coachmart* two-day test by local minicoach operator John Harrison, who already runs a Central Master.

Kicking off on the motorway section, it became quickly apparent what the B110-50 was capable of. Heading down the M1, its 78 bhp direct injection and turbocharged diesel engine quickly reached the national speed limit, with 60 mph reached in 32 seconds and top speed in 43 seconds.

The vehicle should not need a speed limiter by law. With a GVW of 5,000kg, it is under the 7.5 tonnes needed to qualify as a large bus. And a large bus is one constructed or adapted to carry more than 16 passengers.

It has been tilted for this precise capacity, with the second cab seat



The Renault B110-50 PSV: with wedge-shaped front and clean lines, it's a desirable addition to any minicoach operator's fleet.

specified for a courier or second driver.

A tachograph is fitted as standard. Although seating capacity means a tachograph is not needed in the UK, it's nice to know it's there for any continental work.

Unloaded, a little roll is discernable in the high motorway crosswinds, but pitch is very acceptable for a vehicle with leaf-spring suspension.

Steering is very light, but reasonable road feel means progress is stable, especially when soft, smooth and light braking is taken into account.

The B110-50 has discs at the front with drum brakes on the rear axles.

Noise levels at the legal limit were quite acceptable: a low hum made conversation possible without resorting to shouting.

The whole cab and fascia area is a delight from the driver's point of view. The driver's seat is adjustable forwards, backwards and for rake and height, so general driver comfort is good.

Around this position, the cab is roomy with only a slight engine/gearbox cowl intrusion - and the cowl itself makes a handy extra shelf.

There is a further sunken shelf, useful for personal effects, in the centre of the front panel.

Fascia layout is to the standard Renault pattern apart from the tachograph to the off side, with controls

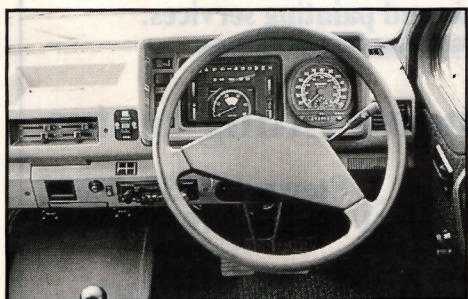
and instrumentation visible and easy to hand. A notable feature is the hand throttle control, at the left of the steering column, which can be set to the speed you want by pulling the switch out and twisting. This is not a variable speed limiter - it only sets the throttle cable, with vehicle speed depending on the road gradient.

And the throttle control seems impossible to set when cruising at 70 mph - as the engine goes to high revs with the speed limit exceeded. Another problem involves approaching hazardous situations, as the device has to be taken off manually and may prove to be a hazard in itself. I feel it is one extra device we can well do without.

The clutch pedal setting is at low height and it is simplicity itself to rest the left foot on the cab floor. This facility removes the temptation to ride the clutch and the consequent mechanical wear it causes.

There is excellent all round forward vision. The exterior mirrors are set below eye-level so there are no blind spots when turning at junctions. And the exterior mirrors are quite large and give a good rear view. Although the interior mirror is the standard van fitment, the view through the rear window is excellent over the high backed Vogel seats.

Unfortunately the windscreen



Fascia layout is to the standard Renault pattern apart from the tachograph on the right hand side.

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washers only appeared to wash the lower half of the screen on the test vehicle. Sun protection uses standard Renault van flaps on both sides of the cab.

Gear changing through the ZF S5-24 gear shift is a delight - and the ratios are even better matched than the ZF 6-speed used on many full-size coaches. It has five forward gears, but can be used most of the time as a four speed box because top gear has a 1:1 ratio, with first gear used as a crawler.

As ever, Garrowby Hill on the cross country section proved to be the stickler - and, despite excellent pulling power with a torque rating of 175 lbf ft @ 2,000 rpm, speed dropped to 18 mph on this 1 in 6 gradient. But much of this was due to the combination of a slow change and a wet road surface slowing me down on the road bends during my approach. That it would have normally have managed in third is proved by its performance on the 1 in 10 hill near Fimber, taken in third gear at 25 mph.



The passenger door has three steps with a width of 530 mm.

The vehicle is based on a standard production Renault panel van. The rear boot has a limited capacity of approximately one cubic metre. While adequate for overnight bags on short jaunts, such limited luggage space makes the vehicle unsuitable for work such as airport feeders.

Renault claims its attractive wedge-shaped front end is deformable for accident protection. It has a steel front bumper with detachable end caps and an under-run bar at the rear.

The van is sold to Central Coachbuilders as a tailgate for conversion. The rear is then cut in half below the window line and the boot, which is internally soft-trimmed, is inserted. There is a light inside the boot, although this is on a manual switch and may therefore be inadvertently left on. A fascia warning light might be a good idea for future conversions.

Laminated windscreen with tinted and toughened side windows is standard. Windows, as well as replacement body panels, are therefore available through Renault's dealership network.

Through the 820 mm wide sliding passenger door, which matches the emergency door on the off side, there are three steps with a width of 530 mm. Ground to first step height is 370 mm and easily manageable for all able-bodied passengers. Further step heights

SPECIFICATION

Vehicle	Renault B110-50 Turbo/Central Coachbuilders panel van to luxury 16-seat coach conversion.		
Price	£25,500 ex-VAT (with video and PA).		
Dimensions:			
Length	6,290 mm	Ground to floor	885 mm
Width	2,000 mm	Ground to 1st step	370 mm
Height	2,790 mm	1st step	180 mm
Wheelbase	3,840 mm	2nd step	190 mm
Rear overhang	1,560 mm		
Front overhang	890 mm	Door widths: passenger	820 mm
		emergency	820 mm
		gangway	420 mm
Weights			
Unladen	3,040 kg		
GVW	5,000 kg		
Engine	Type 8140-271DS diesel, 4 cylinder in-line, 4 stroke, direct injection, turbocharged.		
Capacity	2,499 cc		
Bore x stroke	93 mm x 92 mm		
Maximum output	78 bhp (106kW) @ 3,800 rpm		
Gearbox	ZF S5-24 5-speed		

Gear	Ratio	Max speed	RPM	RPM @ speeds in top
	6.34:1	28 mph	4,000	30 mph 1,700
2nd	3.60:1	35 mph	4,000	40 mph 2,000
3rd	2.14:1	40 mph	4,000	50 mph 2,400
4th	1.41:1	60 mph	4,000	60 mph 2,800
5th	1.00:1	70 mph (legally)	3,000	70 mph 3,000
Reverse	5.82:1			

Lowest comfortable speed in top gear - 27 mph.

Clutch	Single dry plate 250 mm diameter.
Steering	Integral power-assistance - steering column lock.
Brakes	Vacuum assistance, 2 separate circuits split front and rear, including load-sensing valve. Leading trailing shoe brakes with automatic adjustment.
Front	Disc, 278 mm dia x 24 mm wide pads, area 296 sq cm.
Rear	Drums, 305 mm dia x 88 mm wide shoes, area 916 sq cm.
Parking	Mechanical to rear axle.
Suspension	Parabolic leaf springs, hydraulic telescopic shock absorbers, and anti-roll bars front and rear.
Front axle	Rigid beam type 369.02, max. capac. 1,950 kg.
Rear axle	Type P569.39 single reduction, with 10x39 ratio 3.909:1 or 9x39 ratio 4.333:1, max. capacity 3,480 kg.
Electrical	12V/90Ah maintenance-free battery, alternator 70 amp output, halogen headlamps, reversing lamps, rear foglight and side repeater flashers.
Fuel tank	67-litre capacity, rhs chassis, provision for fuel heater in filter.
Wheels and tyres	Disc wheels 16x5.5 JK, 195/75R all round, spare wheel carrier n/s.
General	Oil filter capacity 7.5 litres, cooling system capacity 12 litres, thermostatically-controlled cooling fan with max net output to EC 88/195, replaceable cartridge type oil filter, anti-freeze -25C, provision for pre-heating equipment.

are shallow, being 180 mm and 190 mm - and there is a diagonal grab-handle mounted to the courtesy screen.

Once inside, the vehicle is surprisingly roomy. Walls are trimmed in a dark grey cord. The roof and parcel racks, which are deeper than on most full-size coaches are trimmed in a lighter grey. A continental moquette centre panel matches the supremely comfortable Vogel seats which

are fitted with armrests, ashtrays, grab-handles and magazine nets.

Seating is arranged with singles on the nearside and doubles on the offside, with a roomy gangway width of 420 mm. The least comfortable seats are the two over the rear wheel-arches. But all passengers have an excellent view of the video installation above the cab position, and audio sound is

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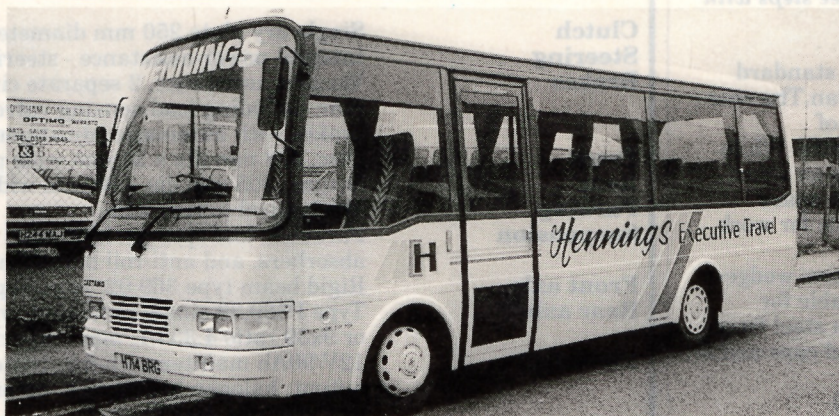
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The whole saloon floor is flat, although the raised cab portion is separated by a shelf carrying the hot drinks machine. Easy to clean, the floor is made of plywood and covered with a heavy-rib corded carpet.

Heating is provided by a front cab heater with slider controls, along with saloon box-fan heaters under the second row of seats from the vehicle rear. KL extract and intake fans controlled from the cab fascia give controlled ventilation, and can be set to extract if the saloon is full of smoking clients. Extra ventilation comes from two lift-up roof vents with variable settings. Lighting is provided by two fluorescents and an automatic passenger door light.

The Renault B110-50 turned in an impressive performance on fuel consumption. Overall the vehicle achieved one of the most impressive figures when compared with other *Coachmart* small PSV tests with 21.72 mpg over 485 miles. Best results were obtained on the trunk road and cross country sections with 23.31 mpg and 23.20 mpg respectively.

When motorway sections between

Armthorpe and Leicester Forest (19.73 mpg) and Anderton M61 (18.97 mpg) are averaged, the total motorway section gave 19.3 mpg.

As well as excellent fuel economy, the B110-50 showed its worth on the road performance tests (see panel). Superb pulling power combines with impressive acceleration, safe braking and easy handling. Central's conversion provides the passenger with a standard of comfort which must be towards the top end of the range on UK minicoach conversions. Although limited luggage carrying capacity in its small boot makes airport work doubtful, it certainly has enough room for those overnight bags on short upmarket breaks whether here or abroad. Its parcel racks are unusually deep, so there is ample space for passengers' personal effects.

FUEL ECONOMY

Route: Standard 2-day *Coachmart* Test Route

Odometer at finish: 3549.3 km.

Odometer at start: 2768.7 km.

Total distance 780.6 km
(485.06 miles)

Section	Fuel Used	Distance	MPG
Motorway	39.25 litres (8.63 gallons)	268 km (166.53 miles)	19.30 mpg
Trunk	26.84 litres (5.90 gallons)	221.4 km (137.58 miles)	23.31 mpg
Cross Country	35.47 litres (7.80 gallons)	291.2 km (180.95 miles)	23.20 mpg
TOTALS	101.56 litres (22.33 gallons)	780.6 km (485.06 miles)	21.72 mpg

Fuel tank capacity 14.73 gallons (67 litres)
max range = 343 miles.

And the level of specification makes it a superb tool for small capacity executive hire, especially for corporate social events, theatre outings and dinner parties.

There's potential for minicoaches abroad

WHILE testing the Renault B110-50 Central Coachworks conversion, featured in this issue, the potential market for minicoach operation abroad was made clear.

John Harrison, of Doncaster-based Harrison Group Travel, accompanied *Coachmart* writer Rod Davey on the test - and received a booking on his mobile phone for a trip to mainland Europe.

Picking-up in Manchester, the job involved the carriage of 12 school children and two teachers. His Renault Master luxury coach conversion was ideal for the job, which will be for a 14-day sporting tour in Belgium in June.

Although the market for foreign minicoach travel does not receive a lot of publicity, the ferry companies have known about it for some time. Ferry crossing rates for groups are usually adjusted pro-rata for the length of vehicle - and minicoaches often enjoy the same concessions as their larger brothers.

But it is not new. The market has existed for some time - especially in the student holiday sector. Camping/minicoach holidays run by tour operators, with exotic-sounding names like Trans Africa and Marrakesh Express, have graced the advertising pages of student-orientated publications since they first emerged in the

Sixties.

The earlier vehicles used were bog-standard minibuses conversions, often with a roof rack loaded with bulbous bags of camping gear.

The watchword was economy rather than comfort. But, with luxury coach conversions of today the market is widening.

And so it should, especially with small operators going to the expense of specifying luxury coach seats, trim, videos and drinks machines.

While the market is not yet exactly geared to clients over sixty, school parties have become familiar with the cost advantages of minicoaches by owning their own, usually purchased by hard-working parent teacher associations.

But with a softening market in the travel industry, there is no reason why small high-specification vehicles should not operate with loads too small for conventional coaches.

The growth of special interest touring, such as French wine trails, is a case in point.

May be the time has now come for operators to go beyond private charters - and start organising their own in-house small capacity tours.

With a little imagination they could tap into what is perhaps a market with huge potential.

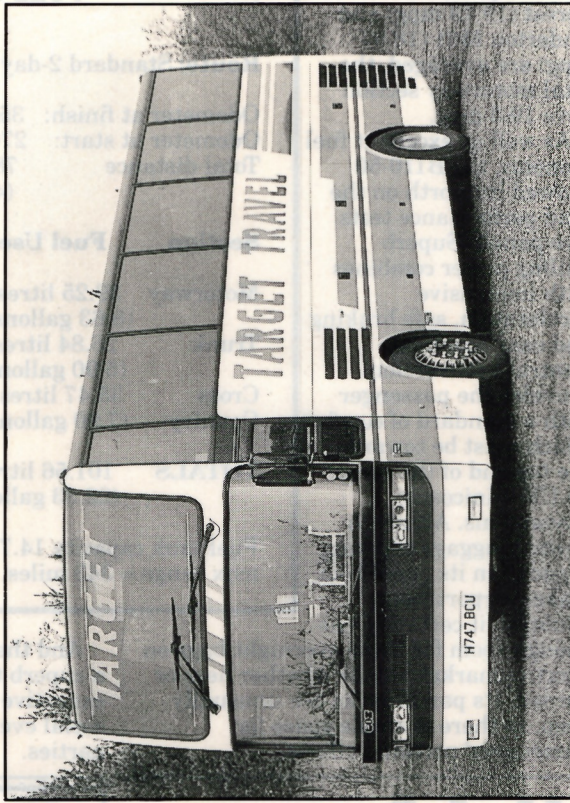
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Weekly report on law and the coach operator by Michael Jewell

LEGAL NEWS

● THE Driver and Vehicle Licensing Agency (DVLA) in Swansea is preparing an updated version of its guide to Driver Licensing for Lorries and Buses in the 1990s.

The leaflet, designated D200, aims to tell operators what they need to know about what EC harmonisation driver licensing means to them.

The new system, designed to bring Britain in-line with the rest of Europe, is due to take effect from April 1 this year.

From then on, vocational driving licences will be issued from the DVLA. Traffic commissioners will no longer issue first licences or renewals of PSV licences. But they will continue to issue duplicates of old-style PSV licences that have been lost or destroyed.

Copies of the leaflet, which will be available from April, from DVLA in Swansea. Tel: 0792 772151.

● THE DVLA is considering altering the rules governing PSV driving test which will allow one trainee driver in the cab with an instructor.

The change, designed to bring PSV driver testing in-line with HGV testing, has drawn criticism from operators and training organisations alike.

They fear that such a restriction - they normally work on a ratio of one instructor to three trainees - would increase both training time and costs.

National Welsh operations director Ian Moncrieff said: 'I am appalled. I have expressed my concern to the DVLA at the interpretation, saying that, basically, its crazy.'

Brian Evans, of Skillplace, a South Wales-based company involved in PSV driver training, was equally critical.

He said: 'The restriction is going to cause a hell of a lot of problems for the industry in training people. It all came about with no consultation.'

'The proposal would put severe restrictions not only on my company, but also on just about every bus and coach firm in the UK who train on their own account,' he warned.

Maintenance problems lead to Stockdale licence revocation



SELBY-based Validford Ltd - trading as Steve Stockdale

Coaches - had its six-vehicle PSV operator's licence revoked by North Eastern traffic commissioner Frederick Whalley because of continuing maintenance problems (*Coachmart*, February 28).

Mr Whalley refused to grant a stay pending an appeal to the Transport Tribunal and he adjourned for a month Stockdale's application for a fresh licence, with a warning that if at the end of that time he is not satisfied about the company's maintenance arrangements, the application will be refused.

In 1989, Stockdale was warned about its maintenance standards, when one vehicle was suspended for six months at a disciplinary inquiry (*Coachmart*, December 7, 1989).

During the current proceedings, Mr Whalley also considered taking action in relation to Stockdale's registered services, following allegations by Humberside County Council that it was not sticking to the timetable of a service in the Goole area.

DTp vehicle examiner Michael Welford said that in October he inspected four of the six vehicles, issuing one delayed prohibition and two defect notices. When the prohibited vehicle was subsequently presented for clearance, the prohibition was varied for a further six items. Inspections were said to be at intervals of three to four weeks, depending on the type of work. One or two of the inspection sheets were void of mileage and overdue by 10 to 17 days.

Two skilled fitters were employed and there was a workshop containing repair equipment and two inspection pits. He had felt that the situation had improved since his visit in

More details of case



Steve Stockdale: warned over fresh licence application.

1989, but he had been unaware that a vehicle had been issued with an immediate prohibition in June 1990 for a serious brake defect when it was presented for annual test.

After being told the parking brake was inoperative, Mr Whalley said it was not necessary to have brake testing equipment to see if a brake was working.

Mr Welford said defects appeared to be being picked up at inspection and they were being rectified. He agreed with Stephen Kirkbright, for the company, that two skilled fitters should be able to look after the vehicles that were being operated. He said at the time of the maintenance investigation things appeared to be going the right way.

John Stockdale, the director in charge of maintenance, said he was a skilled fitter and that he had another skilled fitter working with him. Service vehicles were inspected at three weekly intervals and vehicles on contract and private hire were inspected at four weekly intervals. While he was away on holiday for three weeks, inspections had on some occasions run over the laid down period.

However, he was sure there was an inspection sheet missing for one of the vehicles.

A testers' manual has been purchased and was now in use, said Mr Stockdale. A driver defect reporting system has been introduced since the last public inquiry. The vehicle issued with the immediate prohibition had been taken off the road in November 1988. It was refurbished and got ready to go back on the road in 1990. The parking brake was inoperative because it was not adjusted after being relined by the other fitter. Vehicles were thoroughly inspected before they were presented for annual test. The defect was overlooked, although it should not have been.

Mr Whalley said it was a very serious mistake which had very serious safety implications.

Mr Stockdale said he had never had to discipline the other fitter for sloppy work and he did not find it necessary to check his work.

After Mr Whalley had pointed out the application for a fresh licence stated that the vehicles would be inspected every eight or ten days, Mr Stockdale said he would have to employ more staff if the inspection periods were reduced.

Mr Whalley said that in March 1989 the company had stated that vehicles on stage carriage would be inspected at intervals of ten days and that vehicles on contract or private hire would be inspected at 14 day intervals.

The records produced showed that, right from the beginning, not one inspection had come near the intervals stated. The company's statements of intention obviously did not mean anything, as it hadn't adhered to them.

Managing director Steven Stockdale said he was aware the inspection periods had changed in January, but he was not aware he had to notify the commissioner of the change. He was prepared to undertake that the inspections would be contracted out to an

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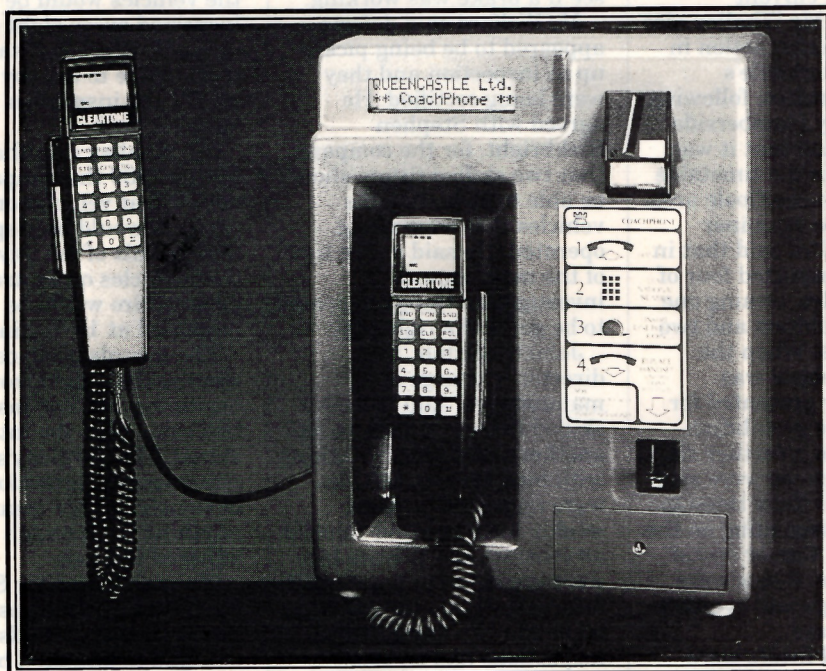
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Weekly report on law and the coach operator by Michael Jewell

◀ outside agency.

Financial evidence was heard in private at the request of the company.

Mr Whalley said that at the end of the last public inquiry he had said that if statements of intention were not kept, and vehicles were found in an unsatisfactory condition, the licence would not be renewed again.

Mr Kirkbright said although the situation was not perfect, there was a

dramatic improvement since the last public inquiry. The immediate prohibition arose out of a mistake made by the fitter employed by the firm. There was a difference between a fitter making a human error and there being no reliable system at all, he argued.

Mr Whalley said action had been taken in 1989 because of similar problems over inspection intervals, statements of intention and

prohibition notices.

There had been no change, with only minor improvements in the system. A clear warning was given in 1989 and it had not been heeded sufficiently.

As far as the application for a fresh licence was concerned, Mr Whalley said there were a number of matters which he needed a lot more assurances about before he could be satisfied that the requirements of the law were

met. There were conflicting statements about the inspection periods and an outside contractor might be involved in carrying out inspections. There was also some doubt about the lease in respect of the maintenance premises.

All that together gave him considerable doubts about the maintenance arrangements and he was not satisfied that all the requirements would be met.

Jobless man gets licence



AN unemployed man has been granted a new national licence authorising the operation of one minibus by the North Western traffic commissioner Martin Albu.

Thomas Burton, trading as Linkline Travel, of 386 Gravel Lane, Banks, Southport, said he had driven for a hospital for 20 years.

The transport side was privatised and he went into partnership with a friend and took over the transport. The partnership did not work out and his partner bought him out. He had been unemployed since, but he had a fair amount of capital available.

Mr Albu said that from the details submitted, it seemed that Mr Burton might be undercharging if he obtained a licence.

Mr Burton said he hoped to obtain contract and private hire work. He had his name down with the council. His son-in-law was the nominated CPC holder. He would be there when he wanted him as he only lived down the road. As business built up, he hoped his son-in-law would come into the business with him.

Maintenance would be contracted out and inspections would be held every three months.

Lewis celebrates licence victory



RONALD Lewis, formerly a partner in Aberdare based L & J

Coach Hire, has succeeded in winning a licence in his own name.

Mr Lewis, who intends to trade as Lewis Coaches, had applied for a licence authorising three minibuses and five single-deckers.

These were to be based at Gas Works Road, Aberaman, Aberdare, following the dissolution of the partnership.

Last August L & J's 15-vehicle licence was suspended until such time as the vehicles operated by the partnership had new MoT test certificates.

That suspension was

lifted in September when the firm was allowed to continue with a licence authorising the operation of eight vehicles only.

When Mr Lewis' application was initially considered at a Cardiff public inquiry, the South Wales traffic commissioner John Mervyn Pugh adjourned the hearing for a fortnight because he considered that Mr Lewis' financial evidence, in the form of a letter from his bank manager, was insufficient. (*Coachmart*, January 24).

However, the subsequent production of further financial information satisfied Mr Mervyn Pugh and he granted him a licence for one year in the first instance.

Heywood wins tacho appeal



JOHN Heywood - who trades as Red Rose Transport - has successfully appealed

against his convictions for failing to have a two-year check on a tachograph on a bus used on a regular timetabled service.

Mr Heywood had been convicted of the offence by the Hyndburn, Accrington, magistrates.

They had found the driver of the bus not guilty of failing

to keep a tachograph record while driving it to and from the starting and finishing points of the service concerned.

Judge Dowse was told at Burnley Crown Court that the prosecution now conceded that the EEC Regulations appeared to allow the bus to be used without a tachograph, including getting to and from the beginning and end of the service.

He directed that Mr Heywood's defence costs be paid out of public funds.

Suspension is issued



THE licence held by Gair Fenwick, trading as Yarm Taxi Services, has been suspended until either its expiry date or until a maintenance contract is produced to North Eastern traffic commissioner Mr Frederick Whalley, together with a satisfactory report on the vehicle condition and maintenance arrangements from the DTP's vehicle inspectorate.

Mr Fenwick, of High Street, Yarm, appeared at a Newcastle-upon-Tyne disciplinary inquiry at which the commissioner also decided to reduce the authorisation on the licence to six, none of which could be double-deckers and none of which may have been first used eight years ago.

● THE break-up of the partnership of Robert Burt and Brian Mahon, trading as Diamond Taxis and Minicoaches, of Blyth, automatically terminated the firm's PSV licence.

This was made plain by North Eastern traffic commissioner Mr Frederick Whalley at a Newcastle-upon-Tyne public inquiry. He agreed to a three month deferment of the termination to allow a new application in the name of Mr Burt alone to be dealt with.

● A BID for a new international PSV operator's licence authorising the

operation of five vehicles, by Amalgamated Coaches Edinburgh Ltd, trading as Ace Coaches, has been turned down by the Scottish traffic commissioner Mr Keith Waterworth at an Edinburgh public inquiry.

● THE existing PSV operator's licence held by Beccles-based Wangford Minibus Hire Ltd has been revoked by Eastern traffic commissioner Brigadier Compton Boyd at a Cambridge public inquiry. But, the commissioner granted the company a fresh licence for six months only in respect of six of the ten vehicles applied for.



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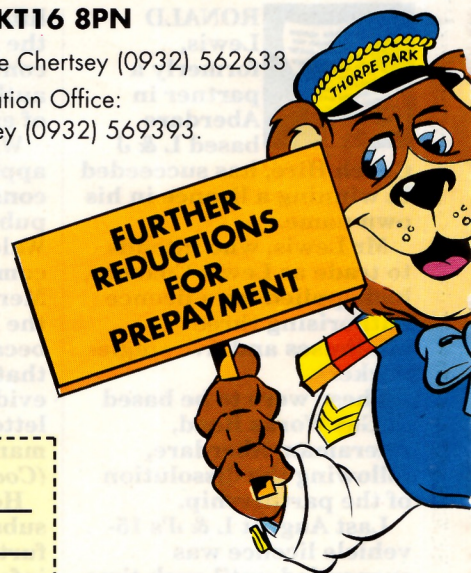
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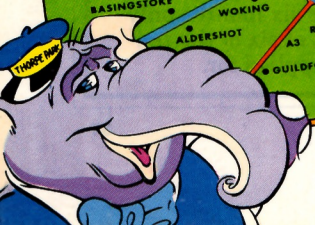
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COACH

TOURS & EXCURSIONS

Gulf victory boost for English tourism

The sensational and successful end to the Gulf War looks like bringing an unexpected spring and summer boom for the tourism industry.

Ten Middle Eastern travel agents have already visited the North West, within hours of the end of the war.

'As soon as the ceasefire was agreed, it was full steam ahead to ensure that these influential travel professionals saw what the

North West has to offer,' said Dorothy Naylor, chief executive of the North West Tourist Board.

Tourism bosses from Blackpool have spent a great deal of time clinching deals with Middle Eastern tour operators and the four-day programme, one of several planned visits, was designed to show the breadth of tourism infrastructure in the region.

'It is obviously our hope

that these travel advisers will go back to their respective businesses as ambassadors for the North West,' added Dorothy Naylor.

During the trip the travel agents visited Blackpool, Jodrell Bank, Ellesmere Port Boat Museum and the historic city of Chester.

'The itinerary was designed to show our unique diversity of tourism venues and a cross-section of accommodation,' said Dorothy Naylor.



Edinburgh: venue for STF.

All set for success at Scotland's Travel Fair

With just a week to go before the big event, more than 300 companies have already registered for Scotland's Travel Fair, which takes place in Edinburgh on March 21-22.

This is 50 up on last year and an indication that last year's bumper figure of UK delegates is likely to be beaten.

Overseas acceptances are also looking good with almost 100 travel agents from the USA, 15 from Australia as well as representatives from several European countries.

More than 250 companies are exhibiting at the Fair, making it the most comprehensive showcase ever of the Scottish tourist industry.

The Fair, at the Edinburgh Exhibition and Trade Centre at Ingleston, will be opened officially by Lord Strathclyde, Minister responsible for tourism in Scotland.

Special rates are being offered by Edinburgh hotels and British Midland have a special fare for delegates to Edinburgh. Buyers who have not yet registered for the Fair should contact **Liz Young at the STB, 23 Ravelston Terrace, Edinburgh EH4 3EU. Tel 031 332 2433.**

Butterfly parks set for soaraway success

A new attraction looks set to open later this year in Cleveland - a brand new butterfly centre at Preston Park near Stockton-on-Tees.

The £350,000 centre, which will be the largest in the country, will be developed by a private company, following the go-ahead from Stockton Council's Leisure Services committee.

According to Gareth Welsh, managing director of Butterfly World Ltd, the first part of the complex could be open by spring.

'We aim to get the first part - a 12ft x 60ft glasshouse - open in May. Then Stockton's festival pavilion will be added with a link structure during the summer. We'll carefully re-create natural butterfly habitats from around the world, waterfalls, streams and tropical jungle conditions, so visitors can see many rare and colourful species. Videos of butterflies and other insects, a shop and lecture theatre will also be provided.'

The new attraction will provide another boost to Preston Park, which already draws 400,000 visitors a year.

More details from Vincent Rutland, Publicity and Marketing Officer, PO Box 11, Municipal



Long Sutton's Butterfly Park.

Buildings, Church Road, Stockton-on-Tees TS18 1LD. Tel: 0642 670067.

● Another butterfly centre in the news is the Butterfly Park at Long Sutton in Lincolnshire which opens its new season next week. The Park has one of the largest tropical butterfly houses in the British Isles with hundreds of butterflies flying freely around the visitors.

New for this year is the Falconry Centre, run by local falconer Philip Gowdy who will be giving live displays daily, throughout the season.

There will also be a daily exhibition featuring a huge eagle owl, red-tailed hawks, falcons and Barn owls.

The Park's adventure playground has been further extended by a mini-assault course to cater for some of the 20,000 children who visit the attraction annually.

Also new is the Mouse-House

where visitors can watch mice at work, rest and play, and a 'Country Fayre' shop.

A series of special 'Butterflies and Bramleys' tours have been organised for the new season, offering groups a trip through the Park's 100 year-old orchards, free Bramley apples from the shop, a tour of the Butterfly house and afternoon tea. The tours have been dovetailed with the Bramley-growing season and will run from Mid September-October 31.

Open: March 16-November 3.

Group prices: Discounts available, pre-booking essential.

More details from: Butterfly Park, Long Sutton, nr Spalding, Lincs PE12 9LE. Tel: 0406 363833.

MOOT accommodation still available

Visitors and delegates at MOOT 91 who are still trying to finalise accommodation for the NEC-based show should contact the Solihull Tourist Centre.

The Centre has produced a special guide to accommodation, detailing modern luxury hotels, bed and breakfast establishments, country guest houses and farm houses, camping and caravan sites.

Solihull town centre is just four miles from the NEC and easily accessible from the M42 motorway.

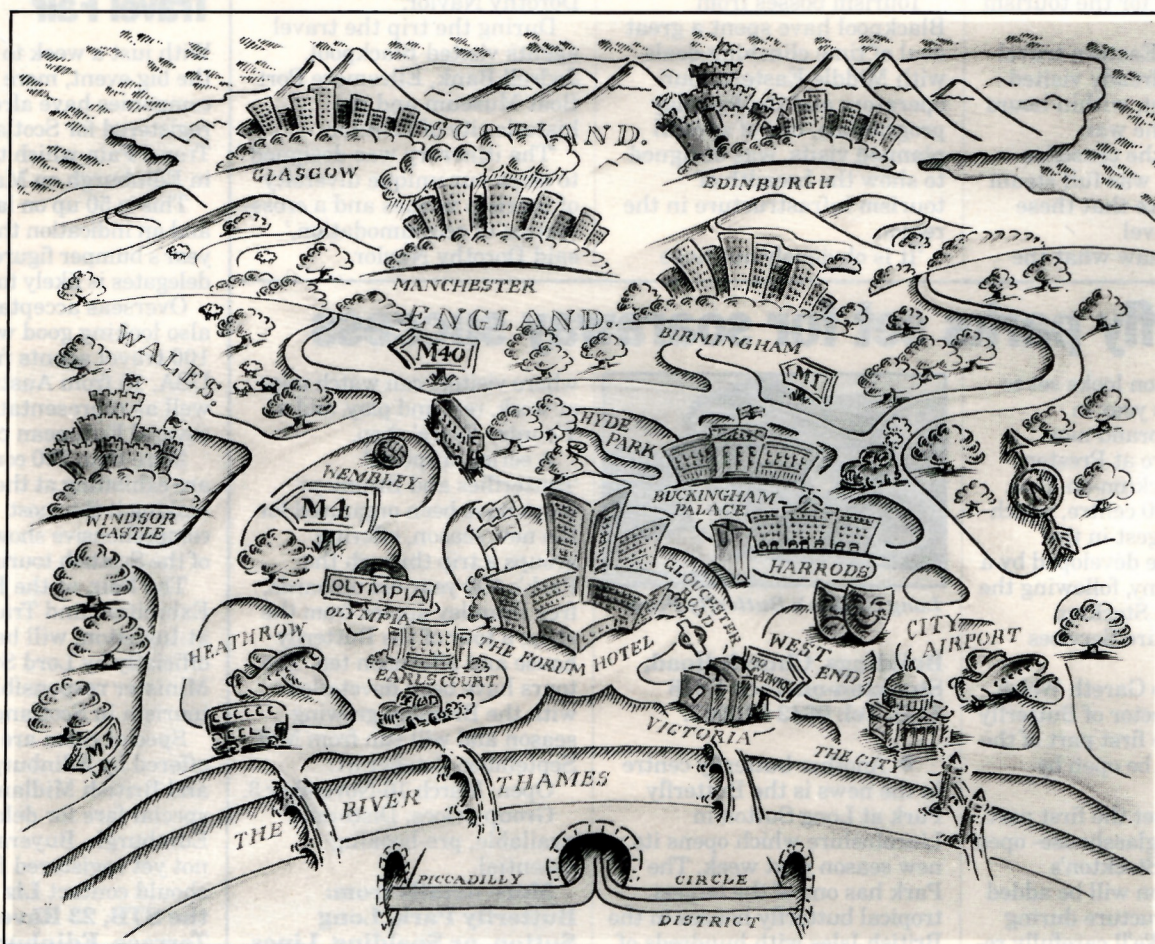
MOOT 91 is at the NEC on April 17-18.

More information from the Solihull Tourist Information Centre, Central Library, Homer Road, Solihull, West Midlands, B91 3RG. Tel: 021 704

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Robin Hood breaks really hit the target

The legend of Robin Hood is set for a major revival this year ... thanks to two major feature films about the famous character, due to be released by major Hollywood studios, Warner Brothers and 20th Century Fox.

And to commemorate the spotlight falling on Nottinghamshire and Sherwood Forest, Nottinghamshire County Council has put together a whole series of eight special weekend breaks. The 'In Search of Robin Hood,' break starts in July, against a colourful backdrop of the Robin Hood Festival and the Robin Hood Pageant, and offers a holiday break with a difference.

Visitors have a chance to stay in luxury accommodation, take a trip to the 'Tales of Robin Hood', search for the outlaw in the heart of Sherwood Forest, enjoy medieval fayre and visit the landmarks synonymous with the legend, at bargain prices.

The Robin Hood weekends are from July 26-28 and October 25-27, while other breaks include Theme Park Breaks, anytime from July 1-September 1, which offer a choice of visits to two major theme parks; Two Centre Medieval Merriment weekend, May 24-26; Goose Fair weekend, October 3-5; Bobbin Lace Making weekends, between April and October; A-Z of Ale weekends; Murder Mystery weekends; Horse Racing weekends and the St Leger Classic weekend.

The special breaks package offers hotel accommodation, daily itineraries and special events starting at £68 per person for two nights.

More information from Karen Boston, tourism development officer, Nottinghamshire County Council, Trent Bridge House, Fox Road, West Bridgford, Nottingham NG2 1BR. Tel 0602 824215.

Get your guide to all the attractions

A special guide, giving information on more than 300 attractions in South East England, has just been published by the South East England Tourist Board.

The guide lists attractions ranging from castles and stately homes, to gardens, vineyards, craft workshops, factories, theme parks, steam railways, wildlife attractions and every type of museum imaginable.

Each entry provides an address, telephone number,

details of the main features of the attraction, catering facilities, opening times, admission prices and special facilities for the disabled.

'Hundreds of Places to Visit in the South East 1991' is available by post from:

Department HNR, South East England Tourist Board, The Old Brew House, Warwick Park, Tunbridge Wells, Kent TN2 5TU, priced £1.50 plus 40p P&P.

New MD at Sealink's helm



Gareth Cooper, new managing director of Sealink Stena Line.

Sealink Stena Line has appointed Gareth Cooper as its new managing director.

Mr Cooper (47), formerly managing director of Crown Berger, succeeds Lars-Erik Ottosson, managing director of parent company Stena Line AB, Gothenburg. Mr Ottosson, who has been responsible for the restructuring of the UK company, will return to Sweden and remain on the UK board.



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ENGLAND'S TOURISM MARKETPLACE



Rhineland Workshop just grows and grows

North Sea Ferries' recent Rhineland Workshop has proved a smash hit with coach and tour operators.

'For the first workshop, 12 years ago, there were only 28 participants,' said Fred Ernst, the director of the Rhineland Tourist Association.

'In 1989 there were 108 - and there's even more this year. The growth in attendance shows the value of the contracts struck and the direct dealing during this event.'

As well as information on local attractions, there was also a wide choice of places to stay.

'We have 341 specially-selected hotels in 230 holiday resorts,' said Harold Henning, deputy director with the German National Tourist Office. And as well as traditional destinations, the workshop offered information on attractions and accommodation in East Germany.

'Eastern Germany offers adventure and discovery within beautiful landscapes,' said Herr Henning.

'But the group hotel infrastructure is still underdeveloped.'



Delegates at the Rhineland Workshop, from l to r: Tony Farrell (North Sea Ferries); Paul McTiernan (Wallace Arnold); Harold Henning (German National Tourist Office); Alan Taplin (DA Tours); Fred Ernst (Rhineland Tourist Association); John Parkes (Bus and Coach Council).

He recommended day excursions based in the former border areas of Hanover, Lubeck, Fulda, Hof and Coburg.

'It is easier and they offer value for money - with high standards of accommodation at reasonable prices.'

The ever-popular Rhineland was represented by areas and organisations like Lake Constance, Freiburg, Black Forest Reservations,

Greatdays Holidays, Rhineland Tourist Association, Bingen-Rudesheimer Rhine Cruises, Konigswinter, Rudesheim, Boppard, Bonn, Phantasialand theme park, the Moselle and Mainz - as well as many others.

More information from: The German National Tourist Office, 65 Curzon Street, London W1Y 7PE. Tel: 071 495 0081.

Hotel group launches new bookings service

A new information and bookings service for group travel organisers is being launched by Jarvis Hotels on stand 58 at Scotland's Travel Fair.

The Jarvis Hotels GroupLine is said to offer significant advantages to group travel organisers who, with one phone call, can check availability, rates and make bookings or confirmations at more than 40 Jarvis hotels throughout the UK.

Contracts for bookings made are sent out the same day.

Says John Jarvis, chairman and chief executive: 'The new Hotel GroupLine shows our commitment to group travel organisers by making the booking process as simple as possible.'

Jarvis Hotels are located in all Scotland's major tourist areas and many other UK tourist destinations such as the Heart of England, close to Stratford, Warwick Castle, Alton Towers and the Black Country.

Specially-tailored packages can be put together to meet operators' specific requirements, including themed evenings and excursions.

Special group rates, including accommodation, dinner, bed and English breakfast and welcome drink start at £20 per person.

GroupLine number is: 071 581 3466.

Short breaks brochure hits the streets

Two new brochures, featuring holidays in Hadrian's Wall country, have been published by Tynedale council's department of leisure and tourism.

The Hadrian's Wall Country Short Breaks brochure features a wide range of short breaks - from Roman Heritage and spinning, to golf and natural history.

A number of hotels are promoting Christmas, New Year and off-break holidays, while the Lion of Corbridge Hotel is offering the chance to book a Murder Mystery weekend.

Take a short break to Holmhead Farm on Hadrian's Wall and you can even elope to Greta Green as part of your holiday!

The Hadrian's Wall Country Holiday Guide gives full details of the area's attractions, accommodation,

restaurants and leisure facilities, as well as providing the usual information on locations, opening times and admission prices of attractions.

Featured in both brochures is one of Northumberland's major new developments - The Sheraton Slaley Hall Hotel, Golf and Country Club. Set in 670 acres of rolling

countryside, it features an 18 hole championship standard golf course and an extensive leisure complex.

More information from Lynn Turner on 0434 604011 ext 346. Copies of either brochure from the Hexham Tourist Information Centre, tel 0434 605225.

Wildlife date for coach operators

London Zoo, the top wildlife attraction, is organising a coach operators familiarisation day on September 18.

The Zoo is keen to boost both day excursion and private hire business by offering special incentives such as reduced parking fees, coach driver bonuses and low group rates.

Says Cathy Robinson, the Zoo's travel trade co-ordinator: 'experiencing the Zoo at first

hand, especially for those people who have not visited us for a while, will demonstrate what a popular and attractive daytrip destination the venue has become.'

The event begins at 10.30am with coffee, followed by an informal talk and the chance to take part in one of the Zoo's unique, and free, guided tours. Lunch will also be available.



London Zoo, going all out to attract coach groups.

More details from Cathy Robinson, London Zoo, Regent's Park, London, NW1 4RY. Tel 071 722 3333.

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Clog factory marches on despite blaze

Britain's only clog factory, and one of the North of England's top tourist attractions, is on the road to recovery, after being extensively damaged by fire.

Maude Walkley's in Hebden Bridge, West Yorkshire, is back in production, despite a massive fire which wrecked

several floors of the Victorian Mill.

The mill, which draws 250,000 visitors a year to its clog-making shop and arts and crafts shops, aims to be fully operational again in July.

But clog production continues and the parts of the

mill which were destroyed will be rebuilt and refurbished to create an even bigger and better tourist attraction.

Despite the fire, more than £2,000 was salvaged from the wishing well in the Enchanted Wood - and every penny of it is going to charity.

An excellent way of doing business!

These happy staff at York-based Rainbow Holidays are busy collecting hundreds of Easter eggs - so they can be given away to travel trade counter staff in time for Easter!

Rainbow is forecasting a record Easter and that London, country houses and cathedral cities will be top travel sellers.

The operator is also launching a new offer to encourage longer bookings ... with free champagne, chocolates and flowers for all four-night stays beginning on



Good Friday. Discounts of 20% are available at selected London hotels.

More information from Margaret Simpson, Rainbow Holidays, Ryedale Building, Piccadilly, York YO1 1PN. Tel: 0904 643399.

Bumper bargain bed package

Greatdays have come up with a bumper bargain package for coach operators - 20,000 extra beds a night, throughout the season, from as little as £20 a night, including dinner and full breakfast!

All the accommodation is in 3 and 4 star hotels, with 7,000 of the beds in London.

More information from Greatdays Holiday Services, Travel House, 2 Stamford Park Road, Altrincham, Cheshire WA15 9EN. Tel: 061 928 9966.

Working horses are on display

Gloucester's National Waterways Museum opens its spring and summer events with its annual Horses Weekend on May 18-19.

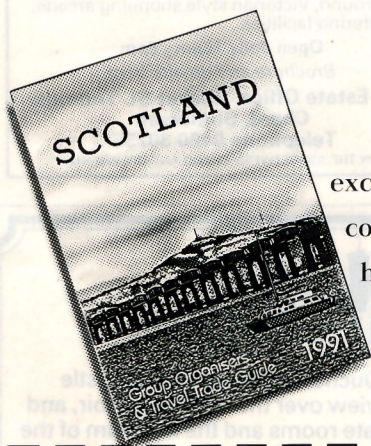
The Museum will be celebrating the vital role that horses and ponies played on Britain's inland waterways, with more than a dozen horses in traditional liveries.

Horses include shires from Whitbread's and Wadworth's, and working horses and ponies, all pulling a variety of carts and wagons with regular parades throughout the weekend.

All the horses will be on show at the Museum's Llanthony Yard - a working recreation of a traditional canal maintenance yard. Blacksmith's will be at work at the historic hearths, throughout the weekend, and a farrier will give horse-shoeing displays.

More information from the National Waterways Museum, Llanthony Warehouse, Gloucester Docks, Gloucester GL1 2EH. Tel: 0452 307009.

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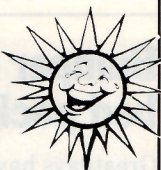
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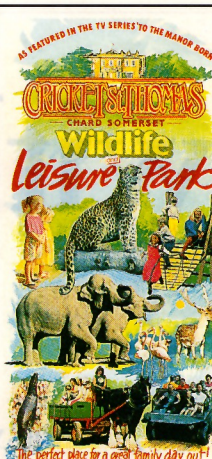
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ON THE A30 BETWEEN CHARD AND CREWKERNE

Belvoir Castle

Home of the Duke and Duchess of Rutland, the Castle commands a magnificent view over the Vale of Belvoir, and houses notable pictures, state rooms and the Museum of the 17th/21st Lancers. The Castle is open every day except Fridays and Mondays from March to October.



**Special Events every Sunday
including Mediaeval Jousting
Tournaments.**



For further details please contact the Comptroller,
Estate Office, FREEPOST, Belvoir Castle, Grantham,
Lincs NG31 6BR. **Telephone Grantham (0476) 870262.**

Up-market package from top Lake District hotel

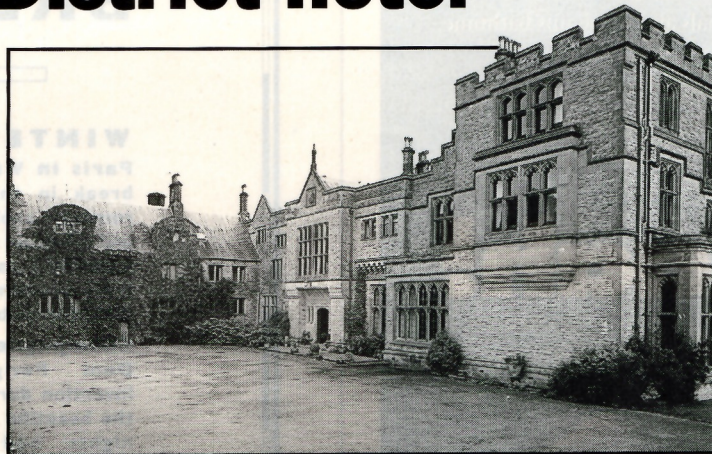
A luxury Lake District hotel is aiming a spring and summer programme at small series coach parties and one-off groups.

Keynote of the package, offered by the Armathwaite Hall Country House Hotel, is that 'trading up in standards means better value.'

The four-star, 42-room hotel, set in 400 acres next to Bassenthwaite Lake, Cumbria is in the heart of 'John Peel Country.'

It is offering the following tariffs:

- three course lunch, with choice of dishes including a roast of the day, from £5.95
- de luxe afternoon cream tea, including performance by a pianist, for £8.95
- three course Sunday lunch from £6.95
- morning coffees/afternoon teas with home-made biscuits from £1.50
- a 'Taste of Cumbria' dinner from £15.95, including local



Luxury coach packages are on offer at Armathwaite Hall.

smoked salmon, Cumberland broth, and stuffed leg of lamb baked in hay

- a lead-in tariff of from £40 half-board, according to the month and day of the week.

Says Carolyn Graves, director of the hotel: 'I believe some coach operators make the mistake of investing in the up-market experience of a

coach costing £100,000, only to ruin the excursion or holiday by booking hotels which are not worthy of the package.'

More details from Carolyn Graves, Armathwaite Hall, Bassenthwaite Lake, Keswick, Cumbria CA12 4RE. Tel: 07687 76881.

Pressing engagement at Lancaster

Visitors to Lancaster this Easter are in for a surprise - they're likely to be offered a traditional ship's biscuit and the King's Shilling!

As part of the city's third annual Maritime Festival, the biscuits will be available from a four-man press gang who will also be pressing shillings into the palms of unsuspecting recruits for the King's Navy!

This year's event will be centred on the Maritime Museum and the city's three quayside pubs - The Three Mariners, George and Dragon and Wagon and Horses.

All the venues will be brought alive by the sound of authentic sea shanties and salty songs from the days of sail and a supporting series of entertainments.

More information from David Wright or Ron Sands, Lancaster Tourism, Lancaster City Council, White Cross, Lancaster LA1 4XQ. Tel: 0524 841249/62530.

MOOT moves up-market



MOOT, England's top travel fair, will be offering some really up-market entertainment next month in the form of poetry readings in costume!

Each of England's regions will be taking time out during the event to show off an aspect of their area to buyers and exhibitors in a series of 15 minute presentations which will run at regular intervals in the centre of the exhibition.

Cumbria has opted for poetry readings; Northumbria will be promoting the arrival of test cricket to Co Durham; entertainment will be the theme of the North West's with the Beatles putting in an appearance, while London will have the Spitting Image puppets on show.

Laurning their lines for the Cumbria presentation are Cumbria's Jon Moore and exhibition organiser Eleanor Muirhead.

MOOT is at the NEC Birmingham on April 17-18.

Successful group packages re-launched

Two group travel packages, introduced last year by Coventry Tourism, have been re-launched permanently this year.

They are the 'Fabulous Forties' programme, with an accent on nostalgia, and a 'Glorious Gardens' weekend.

The 'Fabulous Forties' package, launched last November to commemorate the Blitz, features two nights' accommodation, period-style themed dinner, a 'Blitz' evening and a visit to the Museum of British Road Transport which features a Blitz display. Guests also tour the city in a 1940s bus. Cost of the package is £92 (minimum 10 people).

The gardens weekend includes two nights' accommodation at the De Vere Hotel, a cream tea, entrance to Ryton Gardens (the National Centre for Organic Gardening), Warwick Castle and Coombe Abbey Countryside Park. The package is priced around £90.

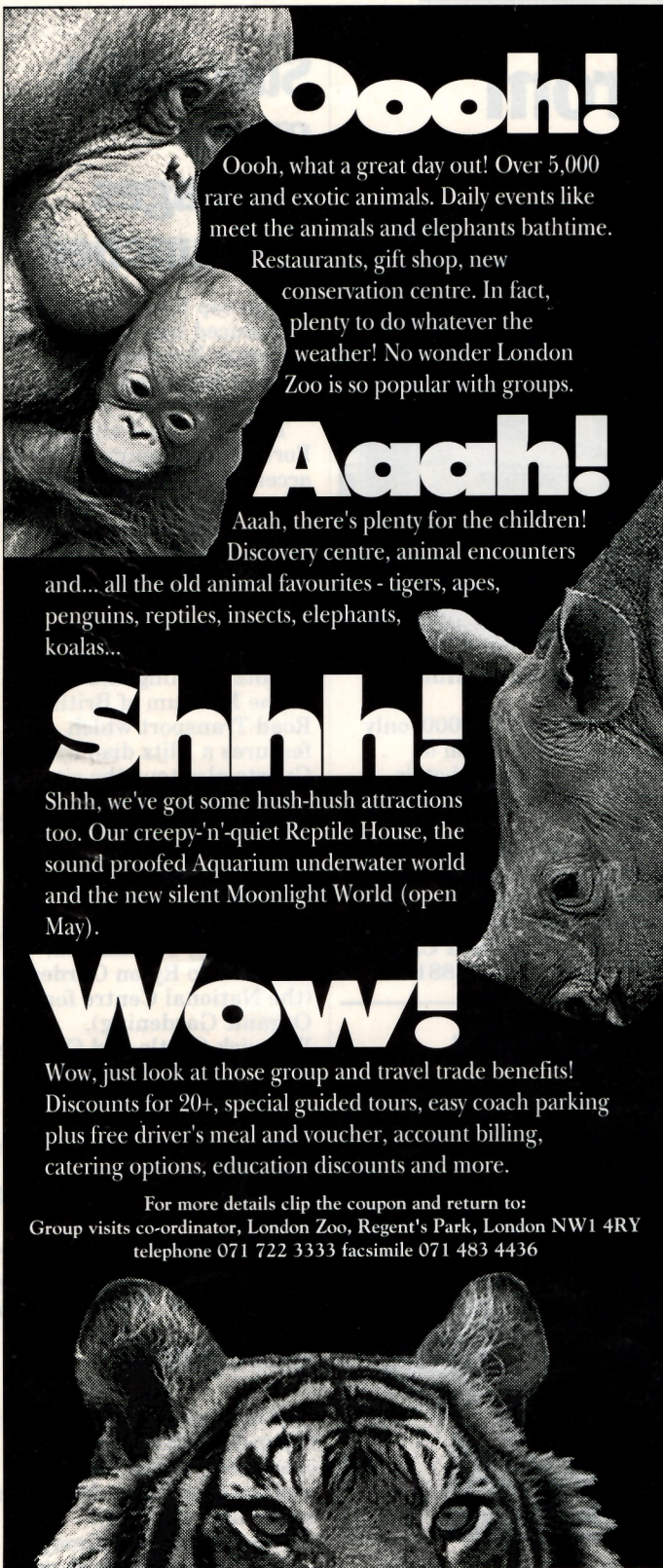
More details from Linda Jackman, tourism marketing officer, on 0203 831289.

Award winning vineyard

Wellow Vineyards, the Romsey, Hampshire attraction which opened only a year ago, has won the Best Visitor Attraction award from the South Hampshire Tourism Group.

The vineyards, which can be visited at any time, can be pre-booked by groups, clubs, schools and private parties. Visitors are able to sample the range of English wines, see at first hand the mysteries of wine-growing and wine-making and visit the restaurant and wine bar.

Further information from Andy Vining, Wellow Vineyards Ltd, Tanners Lane, East Wellow, Romsey, Hants. Tel: 0794 830880.



Oooh!

Oooh, what a great day out! Over 5,000 rare and exotic animals. Daily events like meet the animals and elephants bathtime. Restaurants, gift shop, new conservation centre. In fact, plenty to do whatever the weather! No wonder London Zoo is so popular with groups.

Aaah!

Aaah, there's plenty for the children! Discovery centre, animal encounters and... all the old animal favourites - tigers, apes, penguins, reptiles, insects, elephants, koalas...

Shhh!

Shhh, we've got some hush-hush attractions too. Our creepy-'n'-quiet Reptile House, the sound proofed Aquarium underwater world and the new silent Moonlight World (open May).

Wow!

Wow, just look at those group and travel trade benefits! Discounts for 20+, special guided tours, easy coach parking plus free driver's meal and voucher, account billing, catering options, education discounts and more.

For more details clip the coupon and return to:
Group visits co-ordinator, London Zoo, Regent's Park, London NW1 4RY
telephone 071 722 3333 facsimile 071 483 4436

London Zoo and Whipsnade Wild Animal Park in Bedfordshire: Britain's most exciting wildlife attractions - the country and city homes of the Zoological Society of London.
For more details on group visits and travel trade benefits at Whipsnade Wild Animal Park, telephone 0582 872171 and talk to the group visits co-ordinator.

YES, please send me the latest London Zoo travel trade & group benefits pack.

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LZ/24/91

LONDON ZOO



CHOICE BREAKS

WINTER TOURS

Paris in Winter A winter break in the world's most romantic capital: 2 nights' bed and breakfast accommodation in a central 3 star hotel and return ferry crossings from just £46 (valid November-December).

Champagne Breaks Enjoy Dom Perignon's famous invention during your break in the beautiful town of Reims: 2 nights' bed and breakfast accommodation from only £39 (valid from 01.11.91 to 29.02.92).

Christmas A range of superior hotels, from Scotland to the Tyrol, from just £165 for 4 nights' full board accommodation in a 4 star hotel with complete entertainment package.

GARDEN TOURS '92

National Garden Festival A unique package, including 2 or 3 nights' half board accommodation in a 4 star hotel with its own leisure complex and indoor pool, dinner dance on the last night and admission to the festival, from £68 or £97.

Floriade The greatest flower show on earth! Two nights' half board accommodation in 3 or 4 star hotels close to Floriade, return ferry crossings and admission to the exhibition from £82.

Pre-register now for these 1992 tours, with no obligation on your part!

Prices are per person, based on minimum 30 paying passengers and subject to our usual Terms of Quotation which will be supplied on request.

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Boy Voyage '92

New tours programme at vineyard

Lamberhurst Vineyards, near Tunbridge Wells in Kent, is offering two new tours for groups this season.

The two tours - the Gourmet Tour and the Educational Tour - have been added to the existing Group Guided tour and the Winery and Cellar tour.

The Gourmet Tour is aimed at groups who want to make their visit to the vineyard more of an occasion. It includes a guided tour of the vineyard, winery and cellars, followed by a wine and liqueur tasting and a gourmet meal in the 18th century oast.

The Educational Tour is aimed at children up to the age of 15 and includes a guided tour of the vineyard, winery and cellars, followed by a tasting of Lamberhurst Apple Juice!

Group Guided tours, including a tour of the vineyard, winery and cellar, followed by a wine and liqueur tasting in the new Tours Centre, a free tasting glass and a chance to visit the new shop, are available by appointment throughout the year.

Winery and Cellar tours are aimed at casual visitors and small groups. They don't have to be pre-booked and will operate throughout the summer.

Open: Throughout the year - Gourmet Tour, Educational Tour and Group Guided Vineyard and Winery Tours must all be pre-booked. Winery and Cellar Tour, weekends and Bank Holidays March 30-May 19 at 11am, 1pm and 3pm; daily from May 25-October 27 at 11am, 12 noon, 1pm, 2pm, 3pm and 4pm; weekends from November 2-Christmas at 11am, 1pm and 3pm.

Group prices: (minimum 20) Gourmet Tour - £2.50, menus at various prices sent on request; Educational Tour - £1.50; Group Guided Tour and Winery and Cellar Tour, adults £2.50, OAPs and children 10-15 £2.25.

There is ample free parking and organisers get a £5 voucher to spend in the shop or on refreshments.

For more information contact Louise Hiscock, Lamberhurst Vineyards, Ridge Farm, Lamberhurst, Kent TN3 8ER. Tel: 0892 890286.

Granada plans massive development for new season

Granada Studios Tours one of the top tourist attractions, has announced a new £1.5 million development programme for the new season.

A major new feature for the new summer season will be a half-hour '3-D show' where tour guests, wearing specially-designed spectacles, will enjoy a unique combination of 3-D animation, followed by a 3-D film and special 3-D laser effects.

Granada's Baker Street set, used for the filming of the Adventures of Sherlock Holmes, is also being radically changed. The Arthur Conan Doyle Society and the Northern Musgraves are helping in the setting-up of a Sherlock Holmes



Granada's famous Baker Street set - currently undergoing a radical change for the new season.

Museum of Criminology, located next to the famous 221B address.

Another major development is the building of a 300-seat theatre which will house two original shows. The Magic of the Movies will pay tribute to

three Hollywood golden greats in a 30 minute show packed with more than 17 major illusions, specially imported from America.

'Sounds Spectacular' is a post-production show where guests can participate in linking sound effects to a specially-produced piece of period drama film.

Significant changes in the back stage tour will incorporate TV production areas, such as wigs and prosthetics room, an imaginatively-presented props room and a brand new graphics experience.

For more information contact Marina Efstathiou, Granada Studios Tour, Water Street, Manchester, M60 9EA. Tel: 061 832 9090 ext 2147.

Howards' Way celebrities star for Ibis



Southampton Ibis: special weekend break package.

Budget hotel chain Ibis has launched a weekend break package for coach and tour operators, centred on the Hotel Ibis in Southampton.

The launch follows the successes of similar packages at Swindon, Greenwich and Luton.

Called Captain's Weekend, the package features the Solent, New

Forest, Howards' Way country and Southampton and includes two nights' bed and continental breakfast at the Ibis Southampton, the services of a guide and a boat trip along Southampton Water and the River Hamble.

Also included are welcome receptions hosted by a celebrity from Howards' Way and Captain Jackson, retired captain of the QE2.

On Saturday there's a visit to Ocean Village, a major new waterfront development. After a cruise to the Mermaid boatyard and the 'Jolly Sailor' of Howards' Way, operators can choose between an afternoon at Broadlands, Paulton's Park or Marwell Zoological Park or a visit to Winchester.

On Sunday operators can choose between a tour in the New Forest, taking morning coffee in Lymington and lunch in Lyndhurst or Brockenhurst.

Prices start at £59 including all service charges and VAT, based on a minimum of 30.

Enquiries and advance bookings through Sarah Morey, tour operations manager on 0703 832900.

Aviation breaks really take off

A special 'Group Visits' brochure has been put together for aviation clubs and associations by North Kesteven District Council.

Lincolnshire, 'home of the RAF' is rich in aviation history and heritage and the brochure gives information on places of interest, such as the Battle of Britain Memorial Flight at RAF Coningsby and the Dambusters Memorial at Woodhall Spa.

The brochure also includes details of the North Kesteven Airfield Trail which links ten airfields in mid-Lincolnshire, four of them, including RAF Cranwell and RAF Waddington, still operational.

Useful information is given on the reduced rates available to groups at aviation centres and the brochure lists suggested itineraries for day tours and weekend breaks, together with a list of inns providing group meals and hotels offering special group rates.

The brochure launch follows the success of the council's 'Briefings' weekend breaks for aviation enthusiasts, introduced last year.

For more information on the 'Group Visits' brochure and details of the 1991 'Briefings' weekend breaks, contact Lorraine McGrath, Tourism officer, North Kesteven District Council, 81 Eastgate, Sleaford, Lincs. NG34 7EA. Tel: 0529 414155 ext 427.

THE AD FOR...

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...over 80 pages packed full of attractions
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the 1853 (Hockney) Gallery...**

...plus hundreds of ideas and facts for
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THE MANUAL FOR...1991

is available now and it's FREE
(Be quick — we expect even
more visitors in 1991)!

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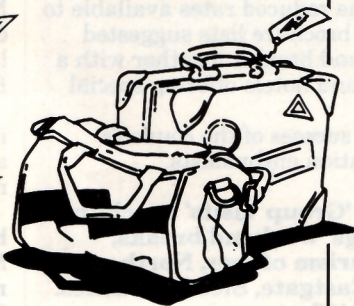
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Fax: 0274 - 393426.

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A World of Wild Animals

In 200 beautiful acres of gardens
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★ TO OUR SPECIAL OFFER FOR MARCH, APRIL, MAY AND JUNE ★

We are offering four days Monday to Friday Bed/Breakfast/Evening meal at a price of £49.00 inc VAT.

En suite facilities will be £2.00 per person per day extra.

In these four days we will be having:

- ★ A Happy Hour nightly
- ★ One night's entertainment
- ★ Organ or disco each night
- ★ A light supper nightly.

Free accommodation for driver/party organiser with twenty or more.

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(16982/HO)

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Well appointed bedrooms with facilities in most offering large family rooms.

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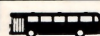
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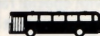
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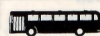
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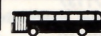
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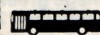
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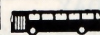
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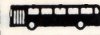
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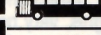
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BURTON ON TRENT, STAFFS
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LEAVES G. Fax: 0283 791382
(17040/BB)

AEC

1973 AEC 760 Plaxton ZF Manual Box, 12 mtr, 57 retrimmed seats, MoT June '91. **£3,500 + VAT.** Tel. 0924 371019 or 256401. (16999/AE)

1979 AEC (T) Plaxton Supreme, 53 seats, radio cassette, Bristol dome, Paramount front, semi-automatic, MoT Aug '91. **Quick sale needed. £8,200 + VAT.** Tel. 0625 431946. (17000/AE)

1973 AEC 760 AND 691, 53 seaters, both recon engines, resealed, 1 with private plate, current MoT, working vehicles, any inspection welcome, **£9,000 + VAT the pair, or will split for a sensible offer.** Tel. 081 883 4105. (16942/AEC)

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BREAKING: AEC 505 Plaxton Elite body, good engine and gearbox etc, new Supreme front, new back, all new panels and rubber mouldings. Tel. 0924 371019 or 256401. (16998/AE)

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1972 BEDFORD YRQ Plaxton, 45 seats, good condition. Offers? Tel. Robert White on 0433 30401. (17008/BE)

BEDFORD 1974 DUPE DOMINANT, 29 seater, MoT Dec '91, taxed June, reliable motor, reasonable condition, **£2,000 + VAT.** Tel. (0942) 873599 Atherton near Manchester. (16938/BE)

BEDFORD YMT 1980 PLAXTON SUPREME IV, 53 seats, MoT '91, radio PA, new speed limiter, JAK brake, recent retrim, good condition, **£7,000 + VAT.** Edinburgh Travel. Tel. 031 553 1235. (16944/BE)

1980 BEDFORD YMT PLAXTON SUPREME IV, 43 seater, radio, PA, power door, red interior, MoT March 1992. Good condition. **£9,250 ono.** Tel. Chivers 0252 703446 (Surrey). (17013/BE)

1978 BEDFORD DUPE PJK

29 seater, tested September 1991. Taxed April 1991. Well above average condition. Ready to work.

£4,750 ono + VAT

1978 DUPE BODIED BEDFORD PJK

29 re-trimmed seats, taxed and tested October 1991. Very clean inside and out. Ready to work.

£5,250 ono + VAT

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(16997/BE)

BEDFORD

1984 BEDFORD YNT Duple Laser

53-seater, radio/PA/cassette, limiter fitted, private plates, MoT April '92.

£26,000 + VAT

1978 BEDFORD YLQ Duple Dominant

45-seater, power door, MoT January '92.

£5,750 + VAT

1977 BEDFORD YMT Plaxton Supreme

53-seater, power door, MoT April '92.

£4,500 + VAT

GAVIN MURRAY COACHES
0744 22882

(16875/BE)

1977 BEDFORD 45S PLAXTON in good order, MoT March 92. **£3,250.** Buckley's Coaches. Tel. 0536 710344. (16900/BE)

1976 BEDFORD PLAXTON SUPREME

53 seater, above average for year, clean and straight, recon engine, recently fitted, express door, ideal for bus service, MoT April '91.

Reasonable offers

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(17066/BE)

1987 E BEDFORD YMPs, 35 seater, PA/cassette, speed limiter, power door, very low mileage, first class condition. **£38,000 + VAT.** Tel. 0353 662412. (16856/BE)

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Dominant IV, 53 seater, Grant doors, MoT 21/2/92.

£13,000 + VAT

1981 BEDFORD YNT PLAXTON

Supreme IV GT, 53E seats, courier seat.

£11,500 + VAT

All vehicles are in excellent condition and have many extras.

No reasonable offer refused.

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(17042/BE)

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1976 BRISTOL LHS Plaxton Supreme, 33 seater, MoT Oct '91, good condition. **£6,000 ono + VAT.** Tel. 0904 84231. (16929/BR)

TRAINER BUS, Bristol FLF 66, 1963, Gardner engine, new MoT Class V, **£3,000 + VAT.** Tel. 0272 838228. (15746/BR)

BRISTOL RE/ECW Service Bus, Kreg, 50 seats, Gardner engine, MoT Nov 1991. Ready for work. **£1,750 + VAT.** Tel. 061 832 9445. (17038/BR)

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SEATER COACH**

First registered 1977,
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£4,500

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(15736/BR)

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**DAF BOVA
EUROPA 1982**

47 seats + courier, TV,
drinks machine, toilet, fridge,
resprayed, MoT March '92.

£27,000 + VAT

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F reg, 1-12-88, MoT November 1991, high floor, 51 recliners plus courier, full air conditioning double glazed, Webasto, video/TV, radio/PA, hot drinks machine, sunken toilet, driver's bunk, 2 tables, in immaculate condition, exhaustor brake, red/white exterior **£62,950 + VAT**

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**1987 E REG DAF MB230 DKFLU
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Blaupunkt radio, cassette and PA, Kneeler, speed limiter, integral and manual exhaustor, full soft trim and matching roof, courier seat, Continental door, wheel discs, headrest covers. Meticulously driven and maintained. Full MoT. Absolutely mint - undistinguishable from new. Only 62,000 quality work miles. FSH.

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Rear engine 2300, radio
cassette, 53 E-type seats, first
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1984 DAF BERKHOF, 49/53 seats. De-mountable toilet. Video. Coffee machine, fridge, courier seat, MoT March 1992. Lumiter fitted. Good condition throughout. Recon engine. **£43,000 ono. Tel. 0233 812002.**

(17012/DA)

89 (G) DUPL 42 DAF 7 SPEED INTEGRAL, 53 recliners, centre sunken toilet, wired TV, courier seat, double glazed, continental door, low mileage. **£175,000. Part exchange welcome. Tel. Blythwood Motors 041-221 3165 or 041 639 6107 eves, open 7 days.**

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80 seater, good condition,
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spec.**

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DUPL

DUPL 425, 1985, 54 seats, full executive, MoT Nov 91. **£47,000 + VAT. Tel. 0272 838228.** (15745/DUP)

FORD

1979

**FORD PLAXTON
SUPREME**

33 seater, new engine and
gearbox, fitted by FORD,
many new parts, too many to
mention, reluctant sale. MoT
Nov '91.

£9,250 + VAT ono

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(17065/FO)

1978 PLAXTON R1114 COACH, 53 seater, never used off Island, MoT April '92, **£6,000 ono. Tel. Moss, Isle of Wight 0983 402214.** (17058/FO)

1981 R1114 DUPL DOMINANT, 53 seats, excellent condition, 12 month test, taxed, Diplomatic recliners, new gearbox springs and shackles all round, king pins, track rod ends, side lockers, engine 18 months old, one cared for motor. **£9,500 ono + VAT. Tel. 0332 573779.** (17840/FO)

FORD R1114, PLAXTON MK IV, S reg, 53 seats, MoT Nov 91. **£4,000 + VAT. Claverham Coaches, Bristol. Tel. 0934 833177.** (17010/FO)

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1989 LAG****Panoramic Integral**

49 reclining seats, courier seat,
double glazed, 80% tinted side
windows with curtains, full saloon
carpeting, additional fuel tank,
centre sunken toilet. Continental
door, Bosch alarm system.

Webasto, Full Sutrak air
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video system, one piece rear, Ajcoa
alloy wheels, bunk, Telma retarder,
radio, PA, tape. To view contact

0933 440221

(Van Hool U.K.)

(17029/LAG)

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1976 LEYLAND LEOPARD. 12 metre,
53 seater, Plaxton Supreme body.
MoT Sept '91. **£6,250 + VAT. Tel. Ivan
Thomas 081 397 4276.** (16881/LE)

1979 (V) NATIONAL 2-DOOR, 36 seats
+ 26 standing, automatic/semi test
5.3.92, chassis silvered, vgc. Hire **£35
daily - buy £3,000. Tel. 0860 561515,
08692 44842.** (17068/LE)

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LEYLAND LEOPARD**

Dominant II, 49 seats (retrimmed),
Bristol Dome, Express doors,
tinted windows, 5 speed S/A box,
repainted white, MoT March '92.
Good order throughout.

£13,500 + VAT

Andrews (Sheffield) Ltd

Tel. 0742 561661

(17028/LE)

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Pneumocyclic box, Plaxton
Derwent service bus, 54 seats
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of 3

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(17062/LE)

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1979 MERCEDES, 12 seat, high roof, PSV specification, very tidy for year

1983 (REG) LEYLAND LEOPARD, Plaxton Supreme, 50 reclining seats.

1981 LEYLAND TIGER 245 ZF, Plaxton Supreme V, 50 reclining seats, etc. DoT 11/91.

1982 LEYLAND TIGER 245 ZF, Duple Goldliner, high floor, 50 reclining seats, double glazed, wc, TV, etc., DoT 11/91.

1982 LEYLAND TIGER 245ZF VAN HOOL ALIZEE H, 48 reclining seats, double glazed, wc, TV, etc., DoT 12/91.

1986 LEYLAND ROYAL TIGER 260ZF DOYEN, 48 reclining seats, double glazed, wc, TV, etc.

The above represent a selection of tidy vehicles used on holiday tour work. Finance available, subject to status.

No prices given but sensible and realistic offers accepted.

Part exchanges considered

Contact Richard or Nick Warner on (0684) 292108

All viewing by appointment to save disappointment.

(17075/LE)

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£8,000 plus VAT

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1978

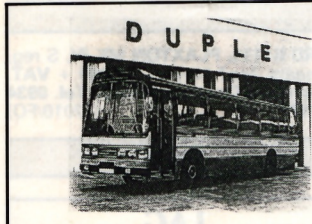
LEYLAND LEOPARD

MoT October 1991,
47 reclining seats.

£8,750 + VAT

Tel: 0446 793957

(17837/LE)



1971 LEOPARD 680 PLAXTON ELITE, 49 E-type seats, retrimmed, power door, recon semi automatic box, Mk IV Supreme front, tested July '91, wheel trims, carpets, etc.
£3,250 + VAT.

1976 LEOPARD 680 PLAXTON SUPREME, 53 retrimmed seats, reconditioned engine and semi automatic gearbox, private plate extra, wheel trims, carpets etc, tested December '91. **£6,500 + VAT**

Both above coaches in truly beautiful condition, inside and out. Will accept £9,000 + VAT the pair (no offers).

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(17019/LE)

1979 LEYLAND LEOPARD PLAXTON EXPRESS, 53 seats, MoT 20.1.92, **£12,500 ono.** **1979 LEYLAND LEOPARD PLAXTON**, 57 seats, MoT 17.4.92, **£13,500 ono.** **1978 LEYLAND LEOPARD PLAXTON EXPRESS**, 51 seats, MoT 31.1.92, **£9,750 ono.** All subject to VAT. Pulham's Coaches, Bourton-on-the-Water. Tel. 0451 21721. (17057/LE)

1980 LEYLAND LEOPARDS. 53 seater, Duple, semi auto. A.C.L., air door, excellent condition, red interior. Choice of two. MoT's Oct and Dec '91. **£13,250 + VAT each.** Tel. 0932 785153/783119 (Heathrow). (16880/LE)

1976 LEYLAND LEOPARD PLAXTON. New test. Reconditioned engine and gearbox. 48 reclining seats. Express doors. Webasto heating. **£5,250 + VAT.** Tel. 09818 395 eves. (17011/LE)

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89 MERCEDES 811D, extended chassis, Alexander body, dual purpose, coach seats, folding power door, boot racks, choice of 2. **£28,000 and £30,000 part exchange welcome.** Tel. Blythwood Motors 041 221 3165 or 041 639 6107 eves, open 7 days. (16990/ME)

MIDI COACH, 1988, Executive Mercedes 8112 turbo coachbuilt, 33 coach seats, racks, boot, tinted windows, curtains, electric doors. MoT till March 1992, 100,000Km. **Nearest £25,000 + VAT.** Tel. 061-477 3325. (17577/MF)

MERCEDES

**MERCEDES 307D**

1986 Reeve Burgess conversion, MoT 15.1.92, 12 h/back coach seats, h/roof, l/mileage, radio, tacho, tinted windows. Must be seen to appreciate.

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Nr Bristol

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53-seater, available for spring, summer and winter seasons. No money up front.

Vehicle sub-contracted with new owner paying monthly HP agreements.

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Neoplan Skyliner, d/d 75 seats, 1984, test to Nov. 91, interior blue, exterior white with scenic design. Excellent condition, V10 Mercedes engine, 6 speed ZF gear-box. **SALE PRICE £52,500. Guaranteed revenue £55,000.**

Neoplan Cityliner, s/d 49 seats, 1983, test to Jan. 92, interior red, exterior white/blue. Excellent condition, V8 Mercedes engine, 6 speed ZF gear-box. **SALE PRICE £48,500. Guaranteed revenue £50,000.**

Lease purchase considered for both vehicles. Both the above vehicles are of executive design and livery and as they will be offered with guaranteed revenue and employed within our own company operations, we obviously must ensure they are in perfect working condition.

Contact Ian or John on 0757 706311.

(15724/NEO)

NEOPLAN CITYLINER, 1983, Webasto, video, two monitors, toilet, fridge, hot drinks, courier seat, driver's bunk, re-seated, resprayed white, excellent condition, 49 seats, 12 months MoT. **£42,000 plus VAT.** Tel. 051 643 1551. (17024/NE)

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SETRA 215 HD. May 1988. 49 recliners. Video, coffee machine, driver's bunk, toilet, fridge, MoT 7-8-91. Very nice. Coach 120,000 miles. **£88,500.** Tel. 081-578 8990. 17785/SE

1982 PRIVATE PLATES KÄSSBOHRER SETRA 215H.

Superb condition, 49 seats plus courier, toilet, fridge, coffee machine, TV/video, Voith retarder, Webasto, air suspension.

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TAZ DUBRAVNA 3500 MERCEDES 422. F reg, 17-5-89, MoT May 1991, high floor, 49 recliners plus courier, double glazed, Webasto, video/TV, radio/PA, hot drinks machine, sunken centre toilet, red/white/blue interior, exhaust brake, in immaculate condition, new engine fitted by Mercedes, June 1990. Still under warranty..... **£56,950 + VAT**

TAZ DUBRAVNA 3500 MERCEDES 422. G reg, 8-11-89, MoT November 1991, as above all extras, white exterior, immaculate ... **£62,950 + VAT**

TAZ DUBRAVNA 3200 MERCEDES 422. F reg, 10-12-88, MoT December 1991, low line, 49 recliners plus courier, double glazed, Webasto, video/TV, radio/PA, hot drinks machine, sunken centre toilet, exhaust brake, Royal blue exterior, very good condition..... **£48,950 + VAT**

TAZ DUBRAVNA 3200. As above, G reg, 19-6-90, MoT not applicable, still under warranty, all extras, white exterior, pristine condition **£58,950 + VAT**

Telephone: (0895) 32266 33266 33987

(17074/VD)

VOLVO

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1986 VOLVO B10M GLT/PLAXTON 3500. 4*. 49/53 seats, toilet, hot water boiler, Autolub, splitter box, reclining seats, tinted double glazing, Telma, driver's bunk, speed limiter. Offers around **£60,000 plus VAT.**

1987 VOLVO B10M GL/PLAXTON 3500. 2*. 51 reclining seats, rear mounted toilet, hot water boiler, Telma, rear continental door, speed limiter. Offers around **£68,000 plus VAT.**

DIRECT COACHES
021 772 0664/773 2393

(17076/VO)

VOLVO

**1989 Volvo B10M GL
Plaxton Paramount
3500 Executive**

49/53 recliners, centre toilet, coffee machine, fridge, 2 monitor video system, double glazing, curtains, radio, PA, tape, courier seat, carpets, long MoT. Very clean throughout. To view please contact

0933 440221
(Van Hool U.K.)

(17030/VO)

**VOLVO B10M AUTOMATIC**

Van Hool Alizee, 1981, private plate, 49 seater, centre sunken toilet, continental door, TV, video, drinks machine, driver's bunk, under floor lockers, Telma, MoT Jan '92.

£29,500 + VAT

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(17056/VO)

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55 - 57 seats, wired for TV & video, boiler, fridge, bunk. All usual extras. 12 speed gearbox. One has a new engine.

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(17027/VO)

1982 PRIVATE PLATE B10M Jonckheere 1 x 49 Exec, Telma, speed limiter, twin tanks, MoT 14/3/92, good condition, **£30,000 ono + VAT.** Tel. Cedric Coaches (0206) 824363 Essex.

(16940/VO)

**2 x 1989 B10M Mk2
PLAXTON 3500**

49-51 recliners, TV/video wiring, Continental door, driver's bunk, crew seat, finished in white.

£75,000 ono

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0860 562 667

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1988 Manual from £14,950

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Fax: 021-454 5356.

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1984 Ford Transit, 16 seat Mellor Conversion, h/back seats, o/drive, new floor and side panels. Re-painted white, MoT applied for. Tel. 0848 30376, SW Scotland.
(17036/MB)

IVECO 49.10 ROBIN HOOD BUS, 21 moquette seats, plus 6 standees, 1987 D reg, MoT Nov '91, power door. £9,500 ono. Tel. 0293 862595 (Surrey).
(17037/MB)

LONDON UNIT CAR CO LTD
081-300 0666

E REG MIDI, petrol, 12-seater minibus, cloth seats, MoT Oct '91 £3,600

E REG TRANSIT, petrol Auto, 14-seater minibus in good condition, MoT Dec '91 £6,300

E AND F REG FIAT DUCATO PSV, 14 high back moquette seats, Devon conversion ... E Reg £6,500
..... F Reg £7,000

E REG FORD, petrol, 12-seater minibus, cloth seats, MoT Sept '91 £5,200
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1990 LEYLAND SWIFT ELME, luxury coach, 37 coach seats with belts and arm rests + two tables and two wheelchairs. Forced vent, power door, Eberspacher radio cassette, large rear seat + Henderson side welfare lift, mileage only 24,000 miles, as new, cost today £55,000. Bargain at £42,000

1988 VOLKSWAGEN LT30 TURBO DIESEL, 23 seater luxury 'Sprinter', coach body forced vent, power door, curtains, rear boot, test March '92 £22,500

1987 (E REG) TALBOT TRIAXLE, 22 seater bus, power door, test Feb '92 £11,500

1987 (E REG) TALBOT TRIAXLE DORMOBILE, 16 seater + tail lift PSV, (very low access for passengers), 27,000 miles only, test Feb '92 £13,250

Second vehicle available cheaper without PSV.

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1983 (A REG) MAN REEVE BURGESS, 28 seater, forced vent, power door, test June '91 £14,500

1987 (E REG) TRANSIT 120 SWB DIESEL, 9 seater, MoT Sept '91 £5,450

1988 TRANSIT 120 SWB DIESEL VAN, S/L door, MoT Feb '92 £4,940

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(Bedford) or (0831) 372763
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(17032/MB)

PMT ENGINEERING

Ex-Demonstrator 33 seat AMI Coach

New 33 seat AMI Coach

New 20 seat DAF 400 Minicoach

Contact: Helen Bailey
(0782) 744744

(16908/MB)

**1989 F REG
SHERPA
FREIGHT ROVER
310MB**

16 seats, test March 1992.

£5,500 + VAT

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1984 VOLVO JONCKHEERE P90, 59 seats, toilet, drinks, driver's bunk, fridge, video/TV monitors, new MoT. £45,000 + VAT.

1984 VOLVO B10M VAN HOOL ALIZEE H, 49/53 seats, toilet, drinks, driver's bunk, Webasto, wired for TV, MoT 4.92. £45,000 + VAT.

1984 VOLVO JONCKHEERE P50, 51/53 seats, toilet, drinks, driver's bunk, wired for TV and video, MoT 2.92. £43,000 + VAT.

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1986 (D) MAN BERKHOFF, 49/53 recliners, toilet, TV, video, double glazed, bunk, Webasto, new MoT.

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1983 PRIVATE PLATE LEYLAND TIGER 245 DUPLER LASER, 48 reclining seats, toilet, TV, video, MoT April 1991.

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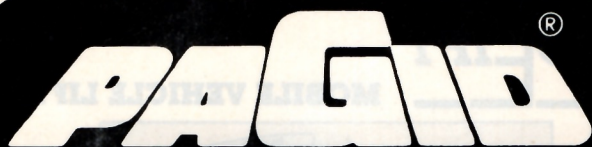
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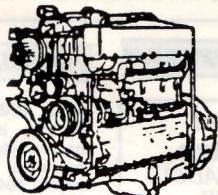
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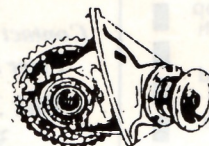
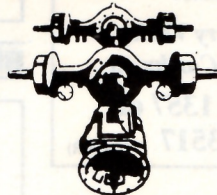
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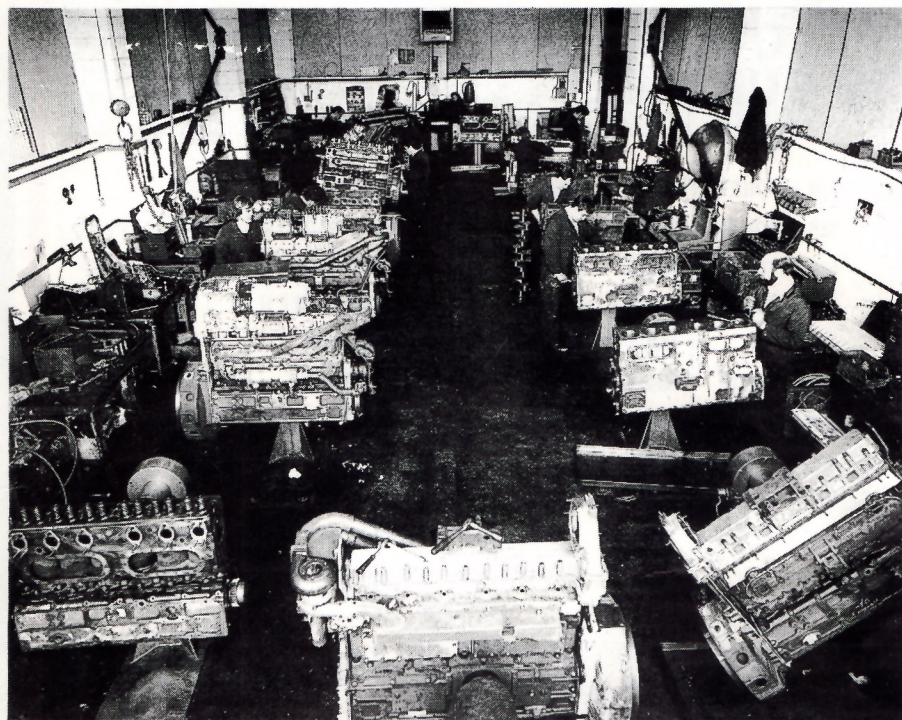
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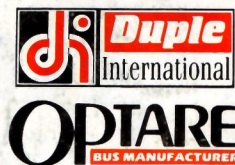
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1981 W	MB200DKTL	PLAXTON SUPREME IV	53R	1985 C	BOVA FUTURA	49R/T + AIR COND
1987 D	VOLVO B10M PLAXTON 3500		51R + TOILET	1982 Y	BOVA EUROPA	49R/T + TOILET
1983 PP	VOLVO B10M PLAXTON 3500		36R	1988 E	VOLVO B10M JONCKHEERE P50	49R/T + AIR COND
1979 T	VOLVO B58 PLAXTON SUPREME		51R	1989 F	VOLVO B10M JONCKHEERE DEAUVILLE	49R + TOILET
1979 PP	VOLVO B58 PLAXTON SUPREME IV		53		+ AIR COND.	



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